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# THE AMERICAN ELEVATOR AND GRAIN TRADE



Established 1882. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879. Established 188

PUBLISHED BY  
Mittell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVII

431 South Dearborn St., Chicago, Ill., February 15, 1919

NO. 8

YOU CONSIGNMENTS  
RECEIVE A WELCOME  
WHICH PROTECTS  
YOUR VERY OBJECT

**MCKENNA & RODGERS**

GRAIN

60 BOARD OF TRADE

CHICAGO

OUR EARNEST APPEAL  
ASSURES A GOOD DEAL

**SIMONS, DAY  
& Co.**

GRAIN,  
PROVISIONS,  
STOCKS,  
BONDS.

We solicit consignments and offers of  
cash grain, also future delivery orders  
on all exchanges.

322 Postal Telegraph Bldg.

CHICAGO

Direct Private Wires to New York and Illinois and Iowa Points

**Buyers  
OF  
Clover  
AND  
Timothy  
Seed**

Mail Samples for Top Market Bids

**Milwaukee  
Seed Company**

MILWAUKEE, WIS.

**THE ILLINOIS SEED CO.  
GRASS SEEDS FIELD**

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-  
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

**Carlisle Commission Co.**

(Established 1889)

**Hay and Alfalfa Meal Products**

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have un-  
equalled facilities, the largest established trade and outlet. Liberal advances on  
consignment. Kansas City handling charges the lowest, service the best.

Write Us Your Needs in Alfalfa Meal

Get Our Delivered Price

**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

**The WAGNER**

Covers all markets. Ask for the weekly or  
daily issue. Has the largest circulation of any  
grain literature.

Stocks E. W. Wagner & Co. Bonds  
Grain Cotton

Members New York Stock Exchange  
Members New York Cotton Exchange  
Members Chicago Board of Trade  
Continental & Commercial Bank Bldg.

**LETTER**

Established 32 Years CHICAGO

**MITCHELL BLDG.  
MILWAUKEE**

**FIRST NATL BANK BLDG.  
BOONE, IA.**

**SHeldon, Ill.**

**TO-ARRIVE  
BIDDERS**

**AND SHIPPERS**

**FIRST NATL SOU LINE BLDG.  
MINNEAPOLIS**

Consignments, "To  
Arrive" Offers and  
Shipping Orders  
Solicited

Ship Your Grain and Seeds to  
C. H. Thayer & Co.,  
Established 1892

Rookery Bldg., Chicago

Send us your hedging  
and future orders in  
grain, seeds and pro-  
visions. Orders exe-  
cuted in all markets.

Satisfaction Service





# Diamond's Greater Efficiency Has Come to Stay

OUT from the stress of war-time production emerges a Greater Diamond—

A Diamond *super-efficient*—with tremendously increased capacity—its quality standards yet higher than ever before.

Just as the aeroplane industry, under the whip and spur of stern necessity advanced twenty years in two, so has Diamond leaped ahead along the path of progress.

Production precedents in every industry have been shattered—new standards have been established.

The brilliant achievements of Diamond Experts are *permanently incorporated* with Diamond products.

Diamond Grain Belts, so good before that they ranked second to none, have been still further improved. Our belt for elevating the grain has been given greater strength. The life of our horizontal belt has been materially lengthened.

Don't be satisfied with pre-war standards—*investigate Diamond*.

**The Diamond Rubber Co.**  
(Incorporated)

Factories: AKRON, OHIO

# Diamond



**BELTS—HOSE—PACKING**



# From the Standpoint of Design Western Modern Elevator Machines

ARE REMARKABLE FOR THEIR REDUCTION  
TO THE SIMPLEST MECHANICAL  
CONSTRUCTION.



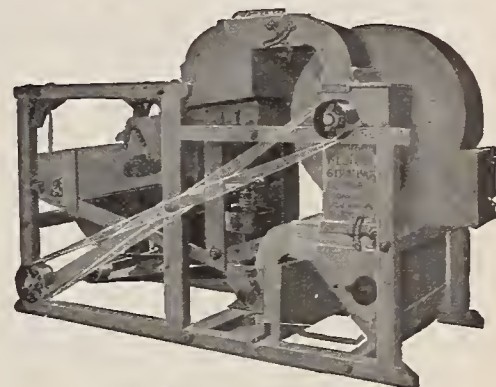
OPERATING improvements have been obtained by original designing rather than by additional multiplicity of parts. Their ready accessibility and staunch build makes them easy to understand and care for, and assures a freedom from trouble that has built up an enviable reputation.



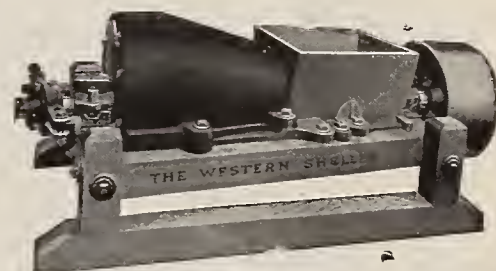
ALL Western machines are built on scientific principles that have been perfected after years of study. The extraordinary pains taken in the process of construction is readily shown by their splendid performance in so many of the most up-to-date plants in the country.



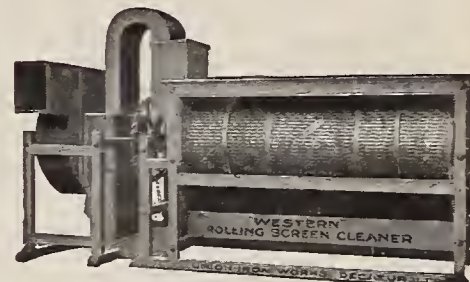
WE are large manufacturers of a very complete line of grain elevator equipment. We take great pride in giving careful attention to the smallest orders and it will pay you to send for our illustrated catalogue which contains everything needed in elevators.



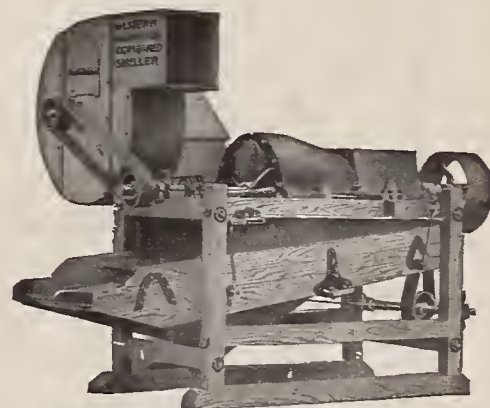
"Western" Gyration Cleaner



"Western" Pitless Warehouse Sheller



"Western" Rolling Corn Screen Cleaner



"Western" Warehouse Combined Sheller

## UNION IRON WORKS

DECATUR - ILLINOIS

Complete Line of Shellers and Cleaners Kept at

1400-1402 West 12th Street

KANSAS CITY, MO.



The New  
Process  
**FLavo**

## Earn Big Money

Expand Your Business With a New  
Line Both Profitable and Patriotic

Here is a wonderful opportunity to engage in the nation's most needed business — an unrivaled chance for great financial success.

Make flour of wheat and other grains grown at home, milled at home and sold at home to home people. Rich rewards await men with or without previous milling experience. Requires but small investment. Easy terms permit you to pay from profits.

Please read carefully, then send coupon.

Made of  
Wheat  
Grown at  
Home  
Milled at  
Home  
Sold at Home  
To Home People



The  
Best  
Yet

Milled  
Exclusively  
on the AMERICAN  
(Midget) MARVEL MILL

## America's Community Flour

Be the Proprietor  
of the  
Best Paying  
Business in  
Town

This Mill Will  
Get You the  
Grain Business  
of Your  
Community.

It Will Be Your  
Greatest Aid in  
Solving the  
Problem of  
Competition.

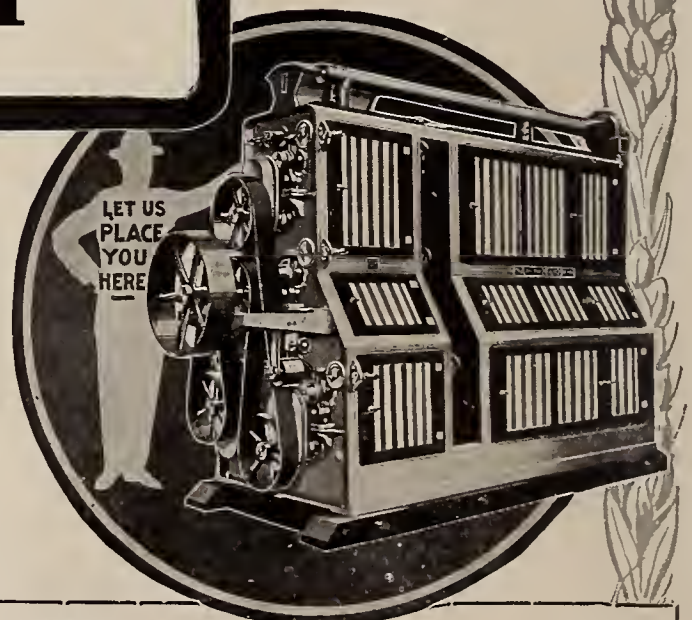
Over 1,300 in  
Successful  
Operation  
Throughout  
the U. S.

The American (Midget) Marvel Mill can be installed in small space, requires but one man to operate and takes little power. It will produce more pure white, nutritious flour per bushel of clean wheat than any other milling process.

To make success assured, we virtually enter into partnership with you and work with you in the operation of the mill and in building up a profitable business.

Owners of this wonderful mill are entitled to market their flour under our nationally advertised brand — FLavo FLour. It gives them membership in the Community Marvel Millers Association.

Investigate this opportunity. Men of action are the winners in life. Send the coupon now. No three cent investment ever offered you more.



THE ANGLO-AMERICAN MILL CO.,  
445 Trust Bldg., Owensboro, Ky.

Send full details of your wonderful flour mill, free trial offer, easy terms and co-operative plan.

Name .....

Business .....

Address .....

**The Anglo-American Mill Co.**  
445 Trust Building Owensboro, Kentucky



# A Two-Way Profit for Grain Dealers



## Buy the Farmer's Grain—Sell Him Sucrene Feeds

Under the stress of high grain prices farmers generally have adopted the policy of selling their grain and buying Sucrene Feeds for their live stock.

Many grain dealers are taking advantage of this change in feeding method to find it brings them profits they never had before. Of 1,100 grain dealers who built elevators last year, over 400 built large feed warehouses in connection with them, carrying large stocks of ready mixed feeds to supply the demand of farmers whose grain they bought.

## Sucrene Feeds Offer Dealers Strongest Guarantee of Permanent Business

Because they are not merely fall and winter sellers, but all year 'round sellers—no left-over stocks.

Because they are distinctive among mixed feeds in being a complete line of correctly balanced, highly palatable, guaranteed quality rations for all live stock and poultry.

Because dairymen and stock feeders find these feeds more economical to buy and more profitable to feed than ordinary rations.

Because the name "Sucrene" has been made familiar to dairy men and stock raisers through continuous large space advertising and through 18 years' steadily growing popularity among leaders in the live stock business.

### *The Sucrene Line Includes:*

Sucrene Dairy Feed  
Sucrene Calf Meal  
Sucrene Hog Meal  
Sucrene Poultry Mash  
with Buttermilk  
Sucrene Scratch Feeds  
Sucrene Alfalfa Horse  
Feed  
Amco Fat Maker (for  
steers)  
Amco Dairy Feed (25%  
Protein)

### *We co-operate closely and aggressively with dealers through our salesmen.*

We supply you with attractive literature on all Sucrene Feeds for free distribution among your farmer customers. Now is the time to push Sucrene Feeds. Take advantage of the new conditions to establish your permanent leadership in the feed trade.

## American Milling Company

Dept. 54

Peoria, Illinois

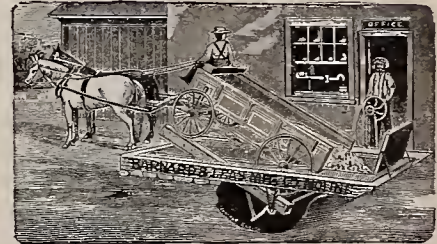
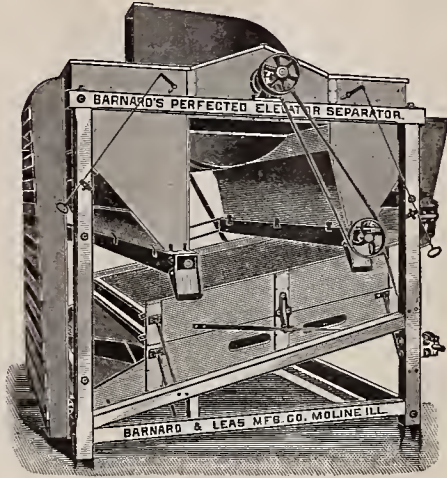
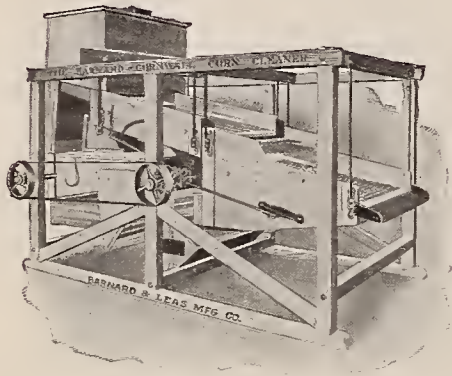
Branches: Syracuse, N. Y., Philadelphia, Pa., Boston, Mass.,  
Cleveland, O.

We solicit  
consignments  
of grain for  
merchandising.

Have ample  
storing,  
sacking and  
shipping  
facilities.



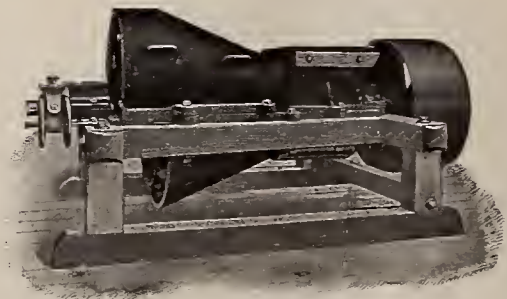
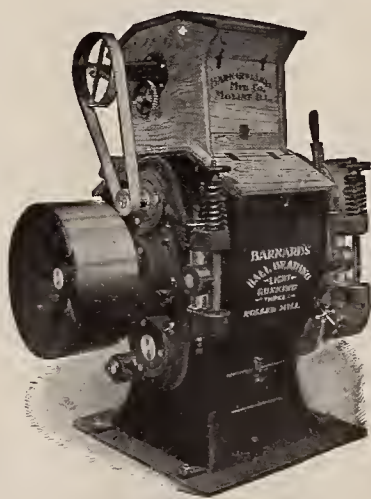
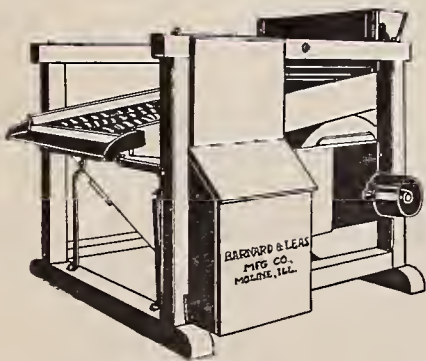
# Complete Elevator Machinery Outfits



## The Early Bird Catches the Worm

Shops and Tools expressly designed for the manufacture  
of Elevator Machinery and Supplies

For Quality, Moderate Prices and Prompt Service  
always deal with a specialist



# BARNARD & LEAS MFG. CO.

MILL BUILDERS AND  
MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





# Conveyor Belting

THE dry dust which collects in the grain elevator is naturally more or less injurious to belting. Only the very highest grade of belting can withstand it.

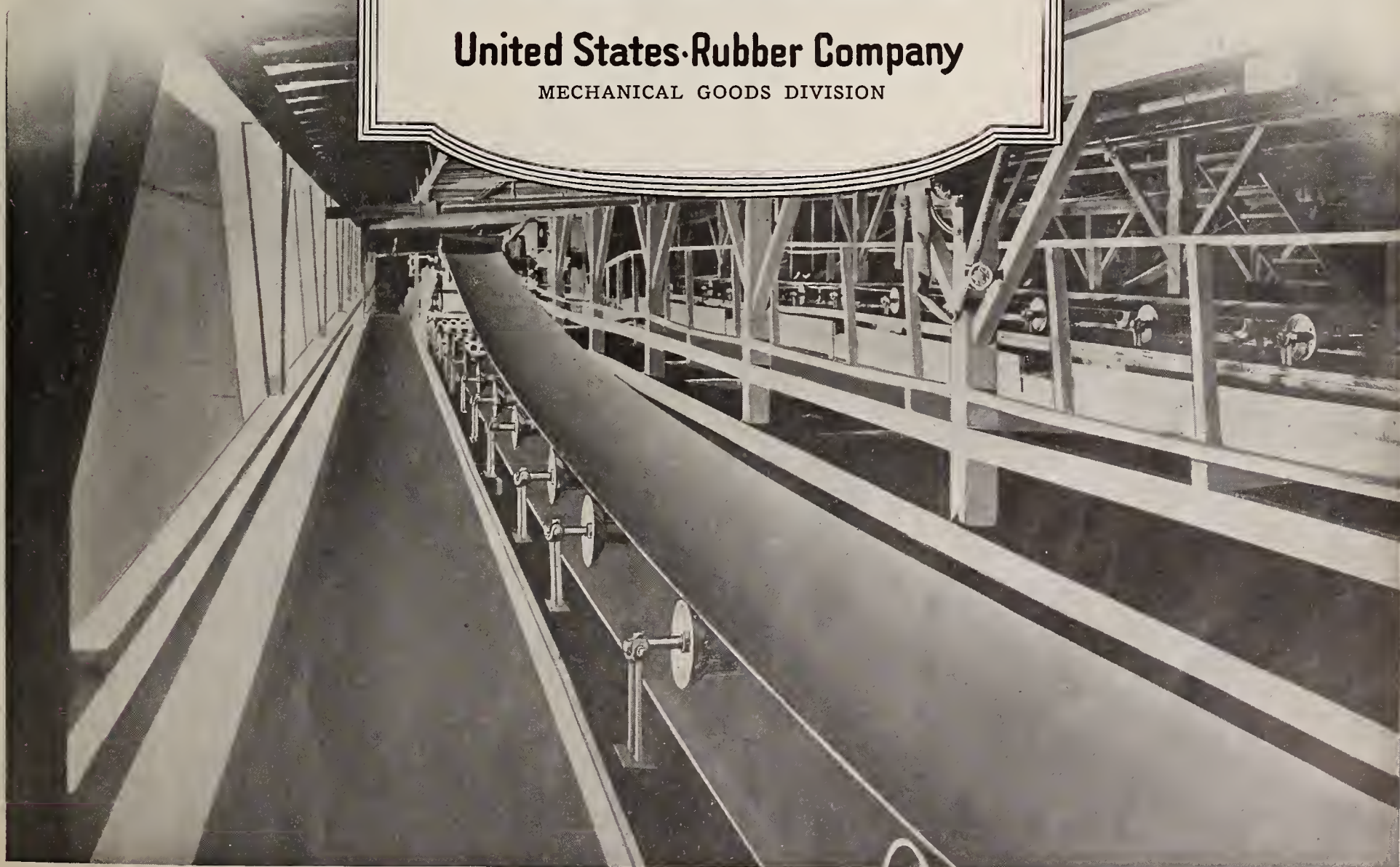
GOOD belting under these conditions will retain its pull and pliability.

RELIO is one of the brands of belting that we recommend highly for this service.

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**United States Rubber Company**  
MECHANICAL GOODS DIVISION





## THE MILL BEHIND

*Ankorite*STEEL  
DRIVE  
POSTS*Ankorite*  
STEEL FENCE POSTSA Remarkable  
Sales Success

The steady flow of reorders from the large number of dealers selling ANKORITE STEEL DRIVE POSTS—the continual addition of new dealers—the great total volume of ANKORITE POSTS sold—all this makes up a selling success that is truly remarkable.

Dealers Sell Ankorite Posts  
Because Farmers Want Them

The Ankorite Post was designed to meet the farmer's real need for a labor-saving fence post of long-lasting satisfaction. It has the ingenious Crimped Anchor and other features of superiority and it is Patented. The farmer knows merit and he finds it in Ankorite Posts.

Millions of farmers are reading our ads in the leading Farm Magazines. We are daily receiving large numbers of inquiries from farmers which we are referring to our dealers. This shows that fencing is already under way in many sections.

Prepare Now for the  
Greatest Post Season

Scores of farmers in your locality will want Ankorite Posts this Spring. A vast amount of fencing will be done early in the Season. Do you want to be the ONLY Ankorite Dealer in your territory? Then act at once.

Get Our Exclusive Sales Rights Plan

Territory is being taken every day. This is the time to prepare for Spring business.

Write us today.

**CALUMET STEEL COMPANY**

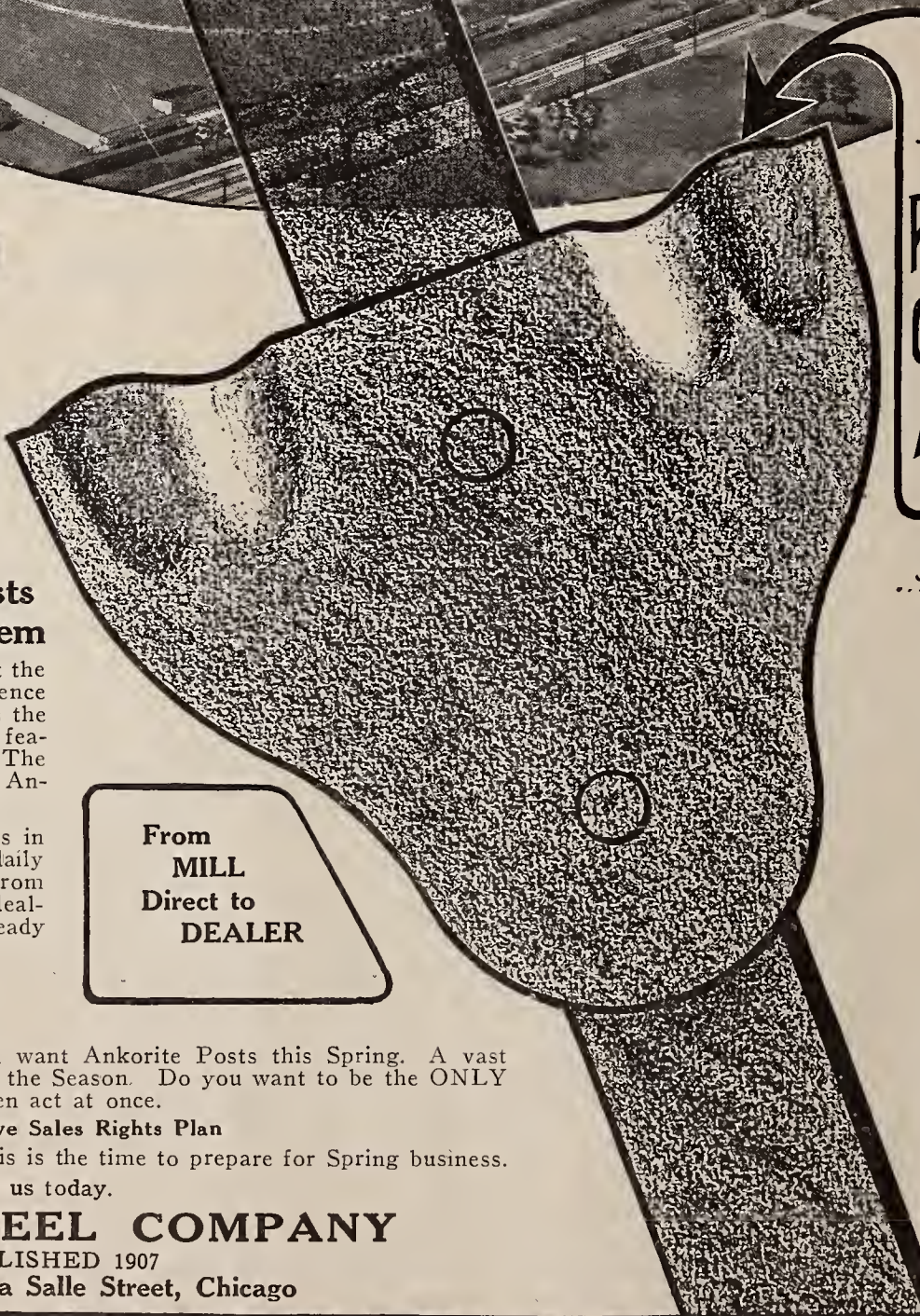
ESTABLISHED 1907

Dept. 20 208 S. La Salle Street, Chicago

From  
MILL  
Direct to  
DEALER

—THE  
PATENTED  
CRIMPED  
ANCHOR

Prompt  
Shipment  
in any  
Quantity





# Tropical

## In the Period of Reconstruction

paint is going to play a most important part in the conservation of labor and resources. It is extravagance that is painfully out of tune with the spirit of the times to postpone paint over-hauling of structures.

Painting lessens deterioration, prolongs the life of buildings, reduces upkeep expenses and increases serviceability. But use Tropical conservation paints. They are standardized in quality by years of positive reliability. They are the best and cheapest because they save the need for frequent and expensive painting.

### For Outside Painting Use Tropical Elastikote

Elevator men the country over are most enthusiastic over the high quality and superiority of Tropical Elastikote. Not only do they find it economical in the long run, but they know from experience that it is the best paint on the market for its particular use. Especially mixed and prepared to withstand the weather; unusually long wearing and superior as a fire retardent. Tropical Elastikote is supplied in 16 different shades.

### Toco Mill White For Elevator Interiors

Unsolicited testimony from Elevator users give positive proof that Tropical Toco Mill White stands up under severest tests. Minimizes fire danger; dries hard and is very non-absorbent.

**TROPICAL PAINT and OIL CO.**  
Cleveland, Ohio.

Tropical Paint and Oil Co.,  
Cleveland, Ohio.  
Gentlemen: Kindly supply us with complete  
details about  
Toco Mill White—  
Surface to be covered.....Sq. feet  
Tropical Elastikote—  
Surface to be covered.....Sq. feet  
Firm .....  
City .....  
Individual .....

Mail This  
Coupon for  
Tropical Facts.





# Cairo is a GOOD Market

Consign to  
**CAIRO**

**Watch OUR Bids**

**Ask for bids if you are not getting  
CAIRO bids daily**

H. S. Antrim & Co.  
Cairo Elevator & Mill Company  
Chas. Cunningham & Son  
W. G. Cunningham  
Halliday Elevator Company  
H. L. Halliday Milling Company

Samuel Hastings Company  
Hastings-Stout Company  
Magee-Lynch Grain Company  
Pink & Co.  
Roberts Cotton Oil Company  
Thistlewood & Co.



# CINCINNATI

## THE NATION'S HAY CENTER



**C**INCINNATI is the ideal center for the hay trade. Railroad facilities could not be better. Trunk lines run from all the adjacent hay growing states to this city, thence lead to the consuming section of the South and East, assuring quick returns and conditions favorable to top prices at all times.

Under the "square deal" plugging system the grade of hay can be established to an absolute certainty. There is no chance of change in the price originally quoted and all dissatisfaction, complaints and subsequent inspections are eliminated. Shippers are protected and get what the hay is honestly worth and all that it is worth.

Look at the map and market your hay through any of the following responsible members of the

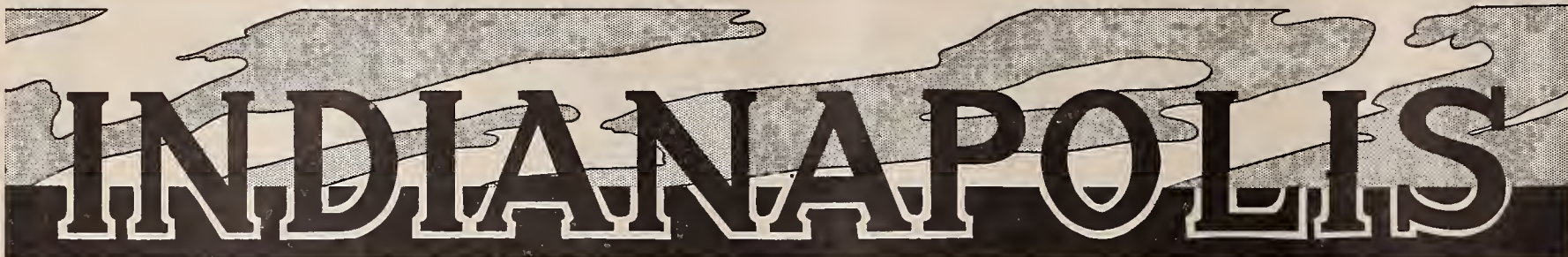
### Cincinnati Grain & Hay Exchange

Brouse-Skidmore Grain Co., The  
Mutual Commission Co., The  
Early & Daniel Co., The  
Fitzgerald Bros. Co., The  
De Mollet Grain Co.  
Eikenberry-Fitzgerald Co., The

Blumenthal, Max  
Gowling, Alfred  
Costello Grain & Hay Co., The Joseph F.  
Gale, A. C., Grain Co., The  
Dorsel Grain Co., The

Cleveland Grain Co., The  
Granger, Dan B., & Co.  
Bunting & Hill Co., The  
Cross Co., The D. O.  
Gray & Co., Ralph  
Bender, A.





# INDIANAPOLIS

## Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the fastest growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

### *Movement of Grain and Hay During the Year 1918*

	Receipts		Shipments
Corn .....	21,426,250	Bushels	9,533,100
Oats .....	17,809,350	Bushels	10,318,150
Wheat .....	6,822,500	Bushels	2,767,500
Rye .....	865,000	Bushels	488,450
Hay .....	1,408	Cars	
Flour .....	279,805	Barrels	Manufactured

SHIP YOUR GRAIN AND HAY TO ANY OF THE FOLLOWING MEMBERS OF THE

## Indianapolis Board of Trade

ACME-EVANS CO., Wheat, Flour, Feeds  
 BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
 BELT ELEVATOR & FEED CO., Receivers, Shippers  
 BERT A. BOYD GRAIN CO., Grain Commission  
 BLANTON MILLING CO., Buyers of Wheat  
 CLEVELAND GRAIN CO., Grain Commission  
 P. M. GALE GRAIN CO., Grain, Feed  
 HEINMILLER GRAIN CO., Receivers and Shippers  
 HAYWARD-RICH GRAIN CO., Commission, Brokerage  
 HILL, LEW, Strictly Commission  
 HOOSIER GRAIN CO., Consignments only  
 KENDRICK & SLOAN CO., Hay and Grain  
 H. E. KINNEY GRAIN CO., Receivers and Shippers

LAMSON BROS. & CO., Grain, Seeds  
 E. LOWITZ & CO., Grain Commission  
 McCARDLE & BLACK, Grain Merchants  
 MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed  
 MONTGOMERY & TOMPKINS, Receivers, Shippers  
 NATIONAL ELEVATORS, Wheat, Corn, Oats  
 PROBST & KASSEBAUM, Hay, Grain, Feed  
 SAWERS GRAIN CO., Consignments, Commission and Brokerage  
 C. A. SHOTWELL & CO., Hay, Grain, Feed, Flour  
 URMSTON GRAIN CO., Receivers and Shippers  
 E. W. WAGNER & CO., Receivers and Shippers  
 FRANK A. WITT, Grain Commission and Brokerage





"Follow the Flag"



Big Four Elevator at Indianapolis, Ind.

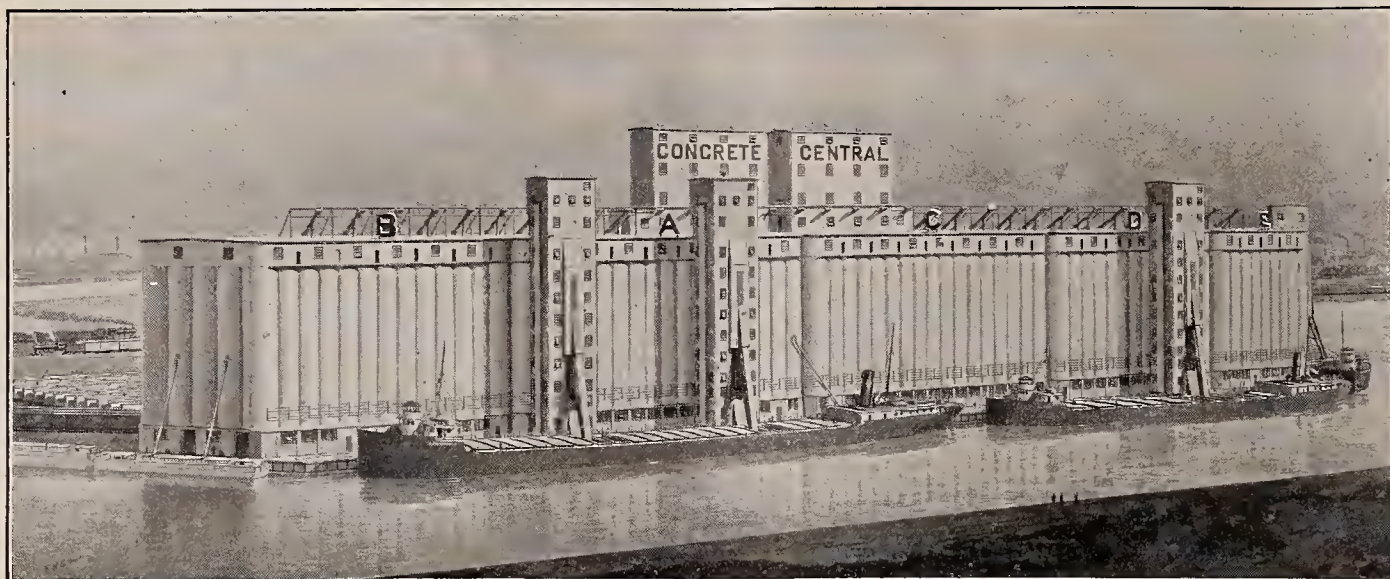
Owned and Operated by

**URMSTON**  
GRAIN COMPANY

INDIANAPOLIS  
COMMISSION

BUFFALO  
COMMISSION





CONCRETE-CENTRAL ELEVATOR, CAPACITY 4,500,000 BUSHELS

THESE "MONARCH ELEVATORS" make it possible to handle expeditiously and economically Buffalo's 200,000,000-bushel Grain Business.

Houses of "Monarch" construction are excelled by none in design, arrangement, and economy of operation.

*Other "MONARCH" Elevators in Buffalo and Vicinity*

**Wheeler  
Monarch  
Connecting Terminal**

**Kellogg  
Buffalo Cereal Co.**

**Superior  
Geo. J. Meyer Malting Co.  
Shredded Wheat Co.**

CONSULT US BEFORE BUILDING

## Monarch Engineering Company

*Engineers and Contractors*

**Buffalo, N. Y.**

### FUMIGATION METHODS

By Prof. W. G. Johnson  
A complete and practical treatise, fully  
illustrated PRICE, \$1.00.  
Mitchell Bros. Pub. Co. - Chicago



A Real Protective  
Paint  
is one that successfully  
withstands for many  
years the attacks of  
rust and corrosion.  
**DIXON'S  
Silica-Graphite  
PAINT**

will effectually protect for years, roofs,  
stacks, fences, etc.

Time tests the efficiency of a paint.  
We have records of long service given  
by Dixon's Silica-Graphite Paint in all  
climates and all kinds of structures.

Protective paint should be bought  
on "price per year of service" basis,  
not "price per gallon."  
Write for Booklet No. 17-B.

**JOSEPH DIXON CRUCIBLE  
COMPANY**

ESTABLISHED 1827

### Transit Leaks

are unknown to the grain shippers  
who use

## KENNEDY Car Liners

Enormous Increased Sales prove the  
Efficiency, Merit and Serviceability  
of these liners.

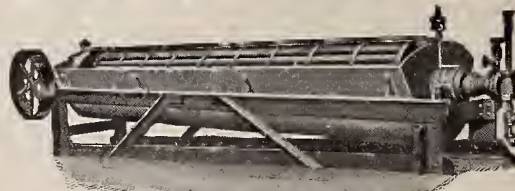
### The Kennedy Car Liner

is the only device offered the grain  
shipper that makes a car Leak-Proof.  
Cheap—Modern—Profitable. Write  
now for particulars.

**THE KENNEDY CAR LINER & BAG CO.**  
Shelbyville, Indiana, U. S. A.

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



All Metal Steam Dryer

SOLD BY ALL  
MILL  
FURNISHERS

Not An  
Experiment

### IN SUCCESSFUL USE 40 YEARS DRYING

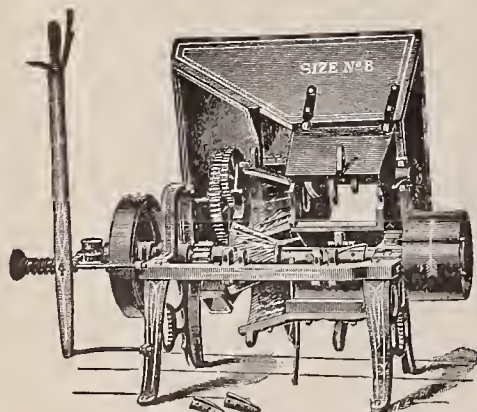
CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL  
PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**

CATALOG ON REQUEST

## Make Feed Grinding More Profitable!

Bowsher's "Combination"  
Mills do this



Mill opens like this in six minutes.

Because their large capacity,  
cone-shaped grinders and posi-  
tive self ear feeders are properly  
designed to direct every ounce  
of power energy to the actual  
reduction of the grain.

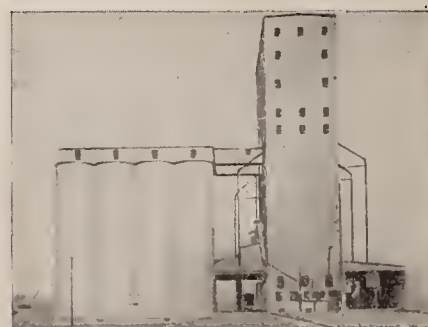
Crush and Grind ear corn,  
husked or unhusked, alone or  
mixed with any kind of small  
grain in any desired proportion.  
Reduce the material to any fine-  
ness desired for feeding pur-  
poses.

11 Sizes, 2 to 25 H.P.

Sold with or without Sacking  
Elevator.

**The N. P. Bowsher Co., South Bend, Ind.**

## CLEAR the DECKS—Now for 1919

Kansas City Southern Ry. Terminal  
Elevator

We have never entered into  
any year better equipped to  
serve our patrons than 1919  
finds us. Our engineering and  
construction organization is at  
the top notch of efficiency.

Consult us for large or small  
elevators, flour mills, ware-  
houses, etc., etc.

*We build in concrete or wood.*

## Burrell Engineering & Construction Co.

WEBSTER BUILDING

CHICAGO, ILL.





Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

Recently Completed

Capacity 500,000 Bushels

Designing and Consulting Engineers for Entire Work

**JOHN S. METCALF CO., Limited**

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, Montreal, Canada 36 Southampton Street, Strand, London, W. C. England 395 Collins Street, Melbourne, Australia 108 S. LaSalle Street, Chicago, Ill.

## To the Seed Trade!

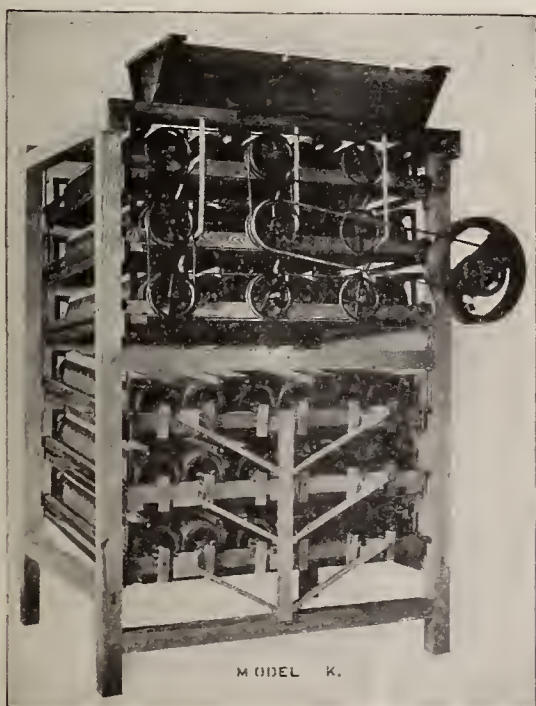
After eight years of experience and close attention in our own seed cleaning house and other seed cleaning houses in separating Buckhorn and Rape from Clover Seed and Alfalfa we have developed and are now manufacturing

### The Improved KING

#### Buckhorn Machine

which we declare Perfectly Practical and Practically Perfect in its work. The shortening of the reels to four feet has increased its cleaning efficiency 100 per cent and reduces the floor space requirement so essential in any work house.

The small horsepower necessary, due to the center drive feature, the individual feed arrangement, the seed delivery to one central spout, the principle of cleaning, the simplicity in construction, minimum wear and the capacity and quality of the work governed by the incline of the rails makes the machine a necessity in every plant where seed cleaning is done.



MODEL K.

Write today for a "King" booklet describing fully the merits of this machine. Do it now.

**KING MANUFACTURING CO.**  
NORTH VERNON, - - - IND., U. S. A.

## Order

# Armour's Fertilizers Now!

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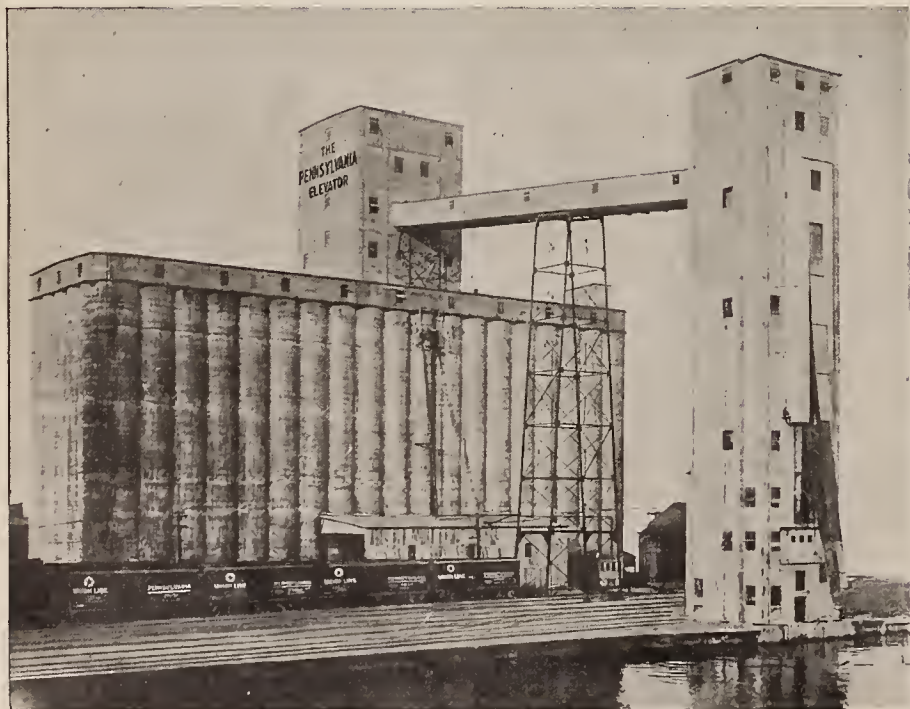


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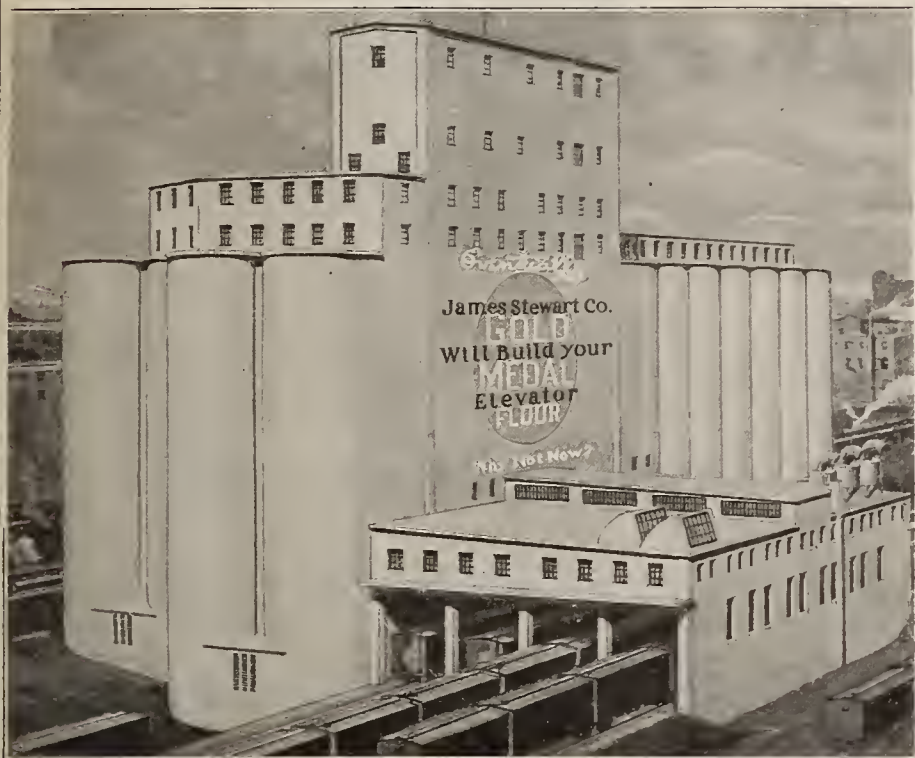
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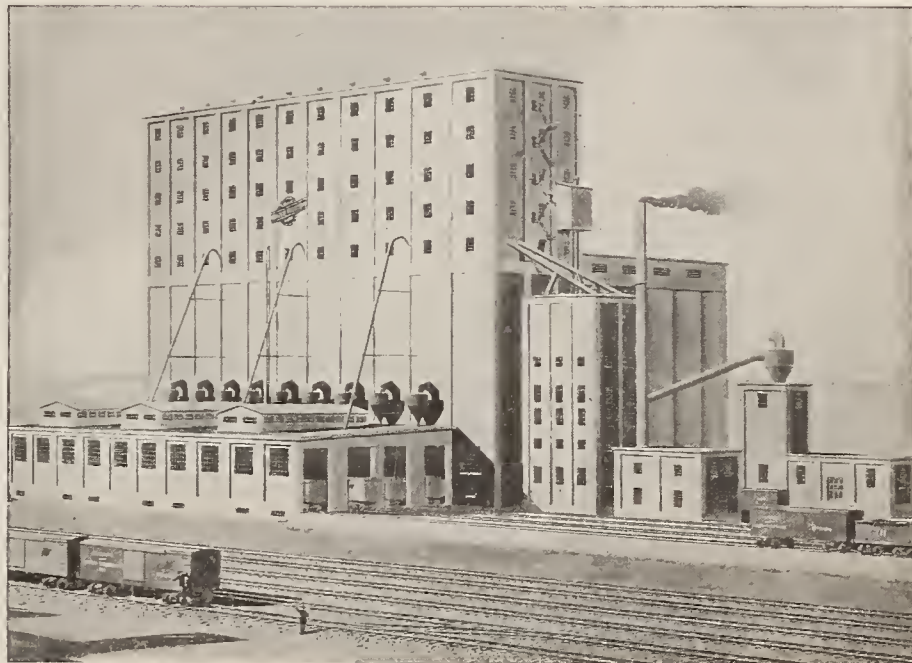
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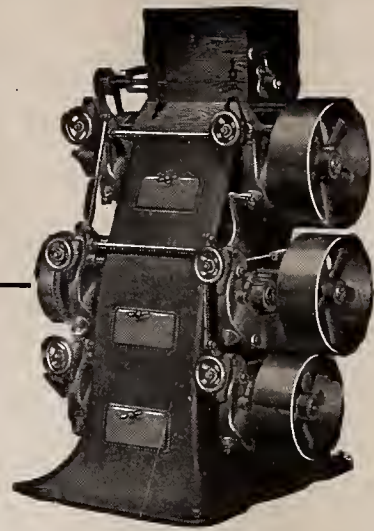
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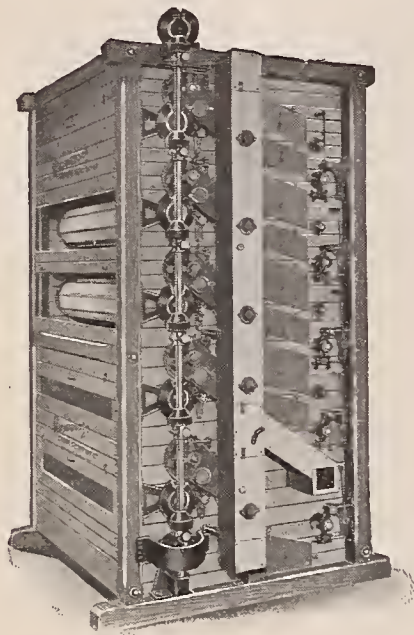
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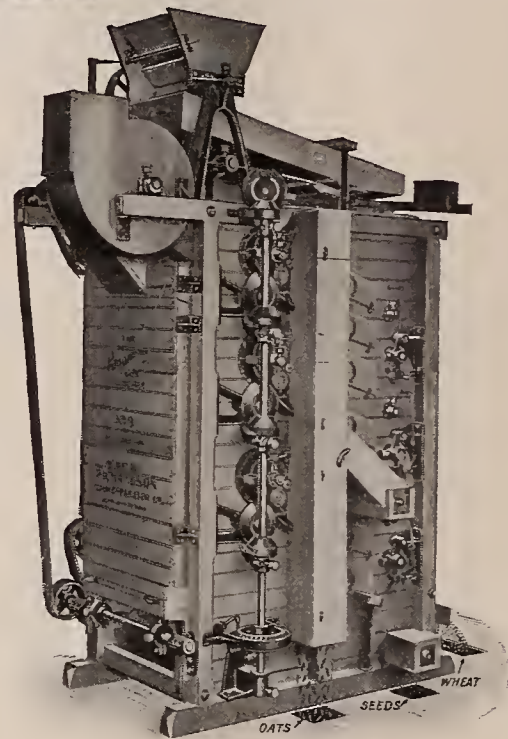
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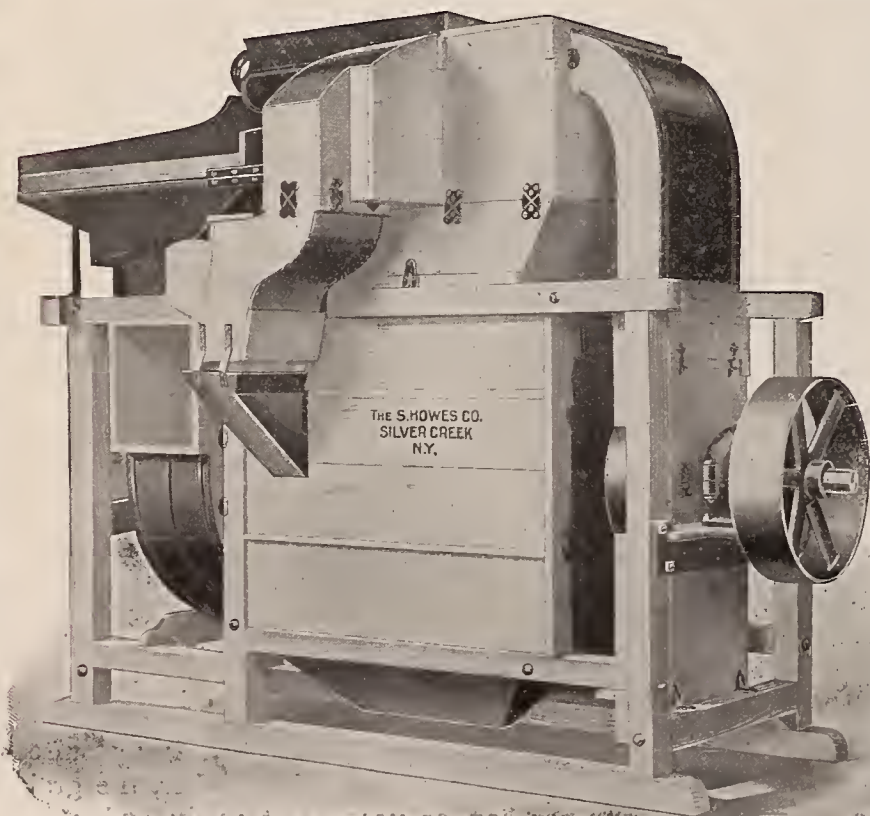
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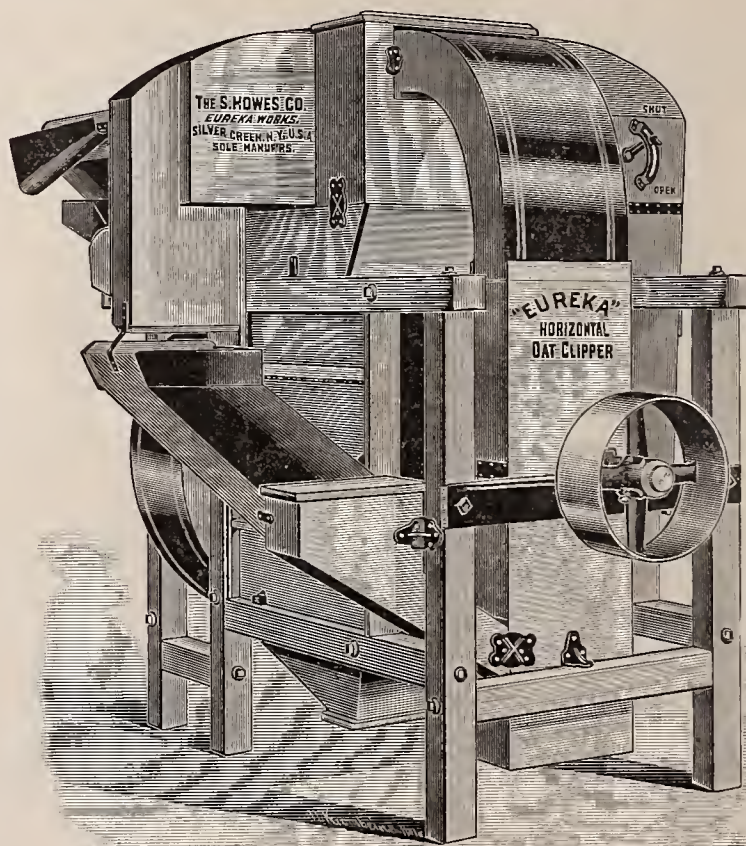
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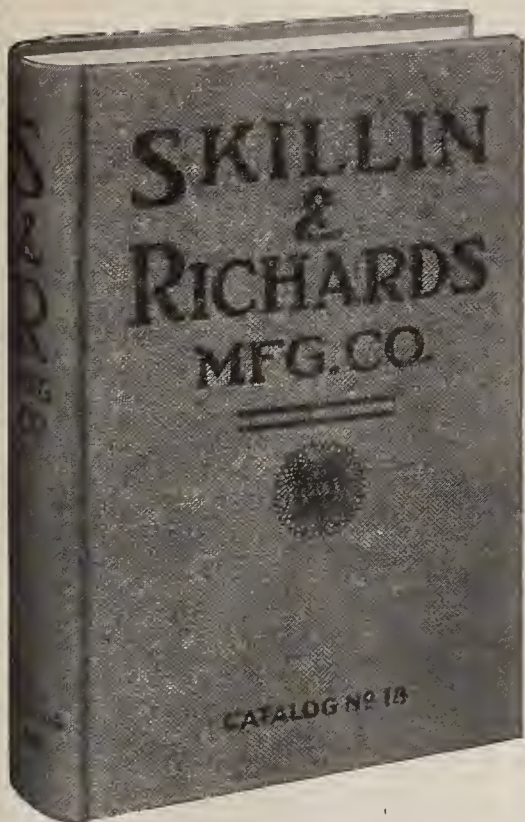


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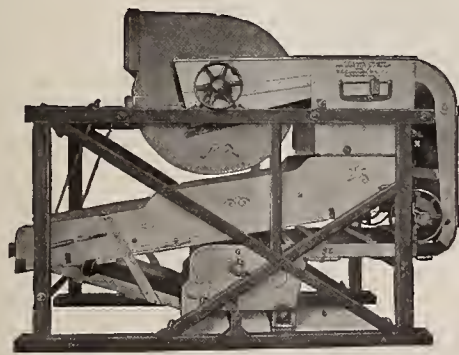
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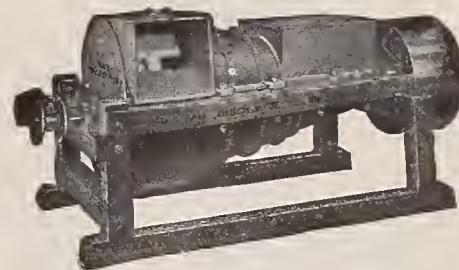
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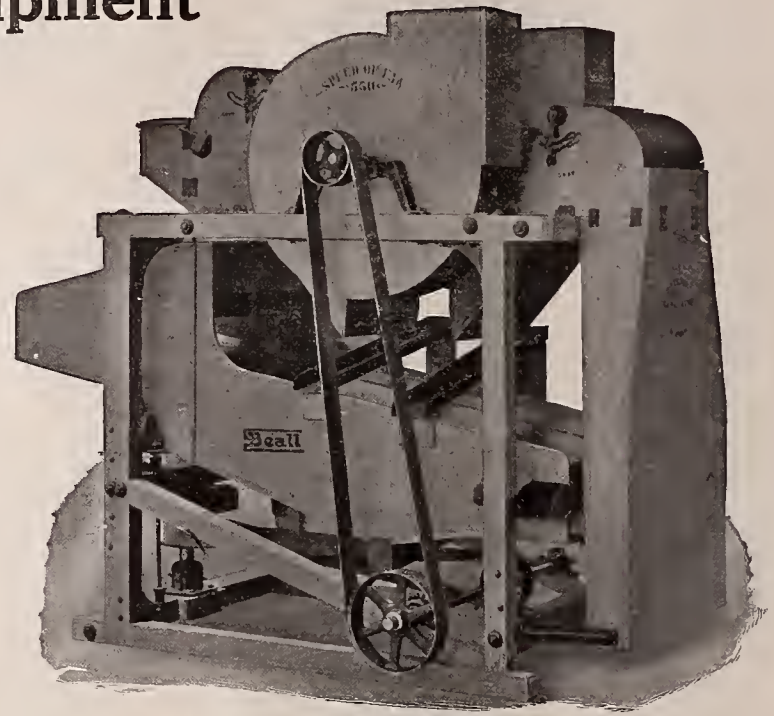


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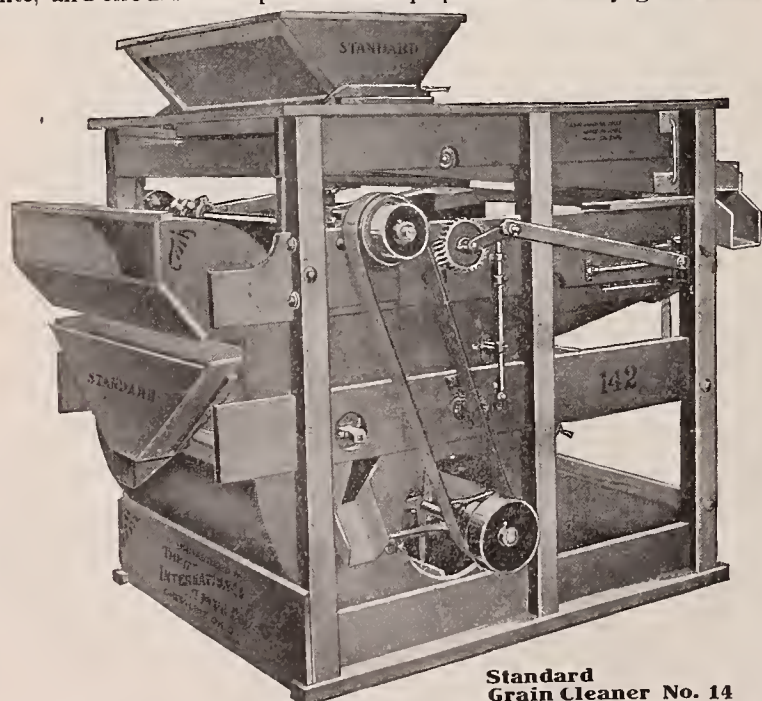
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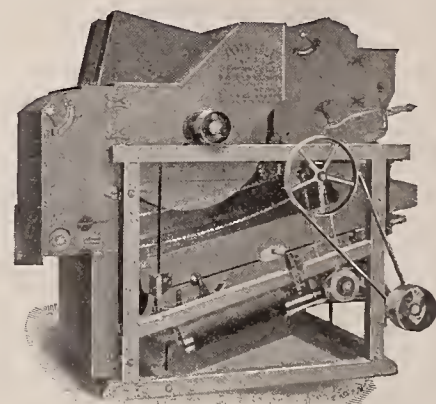
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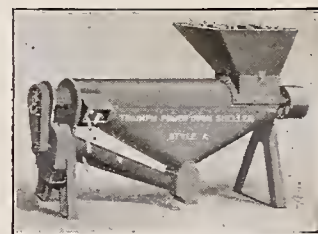
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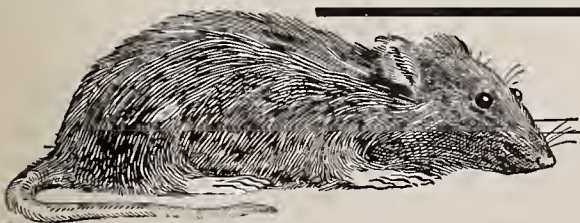
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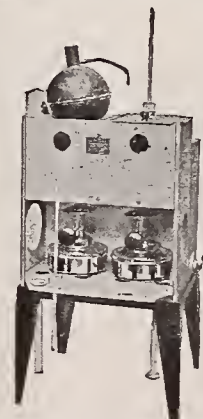
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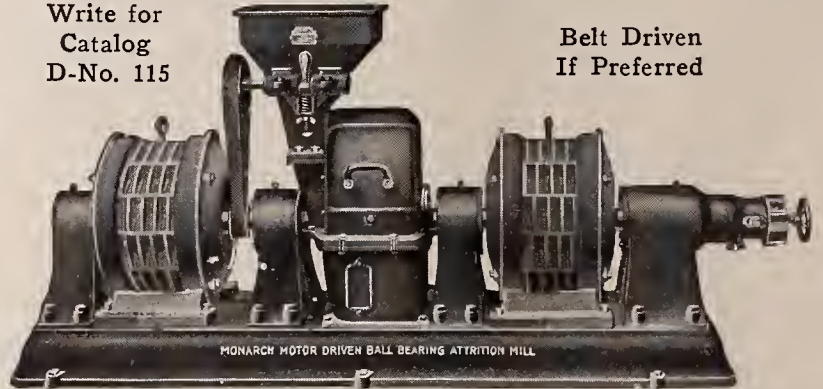
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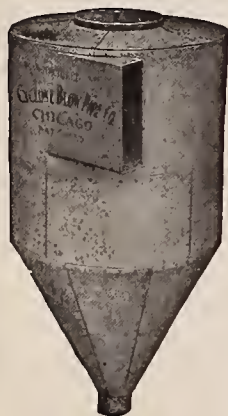
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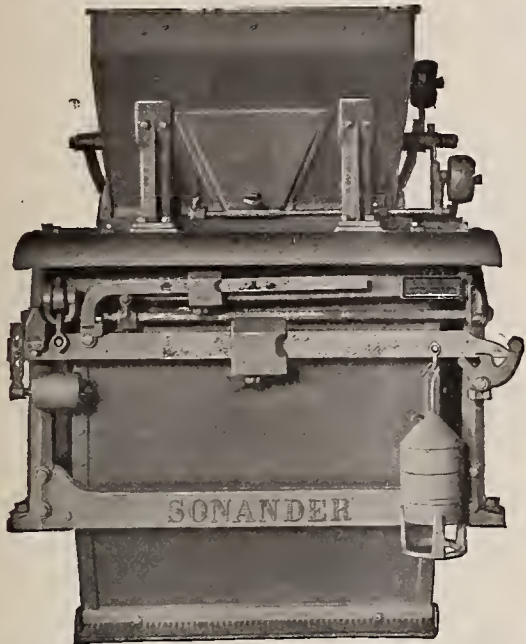
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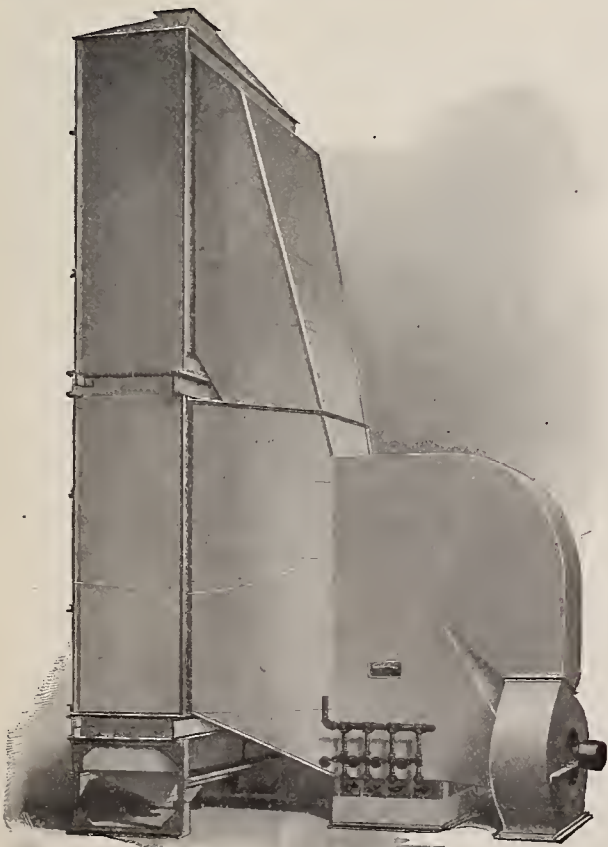
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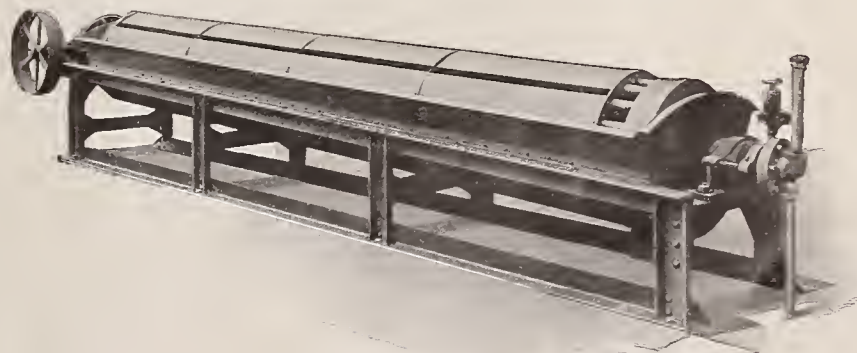
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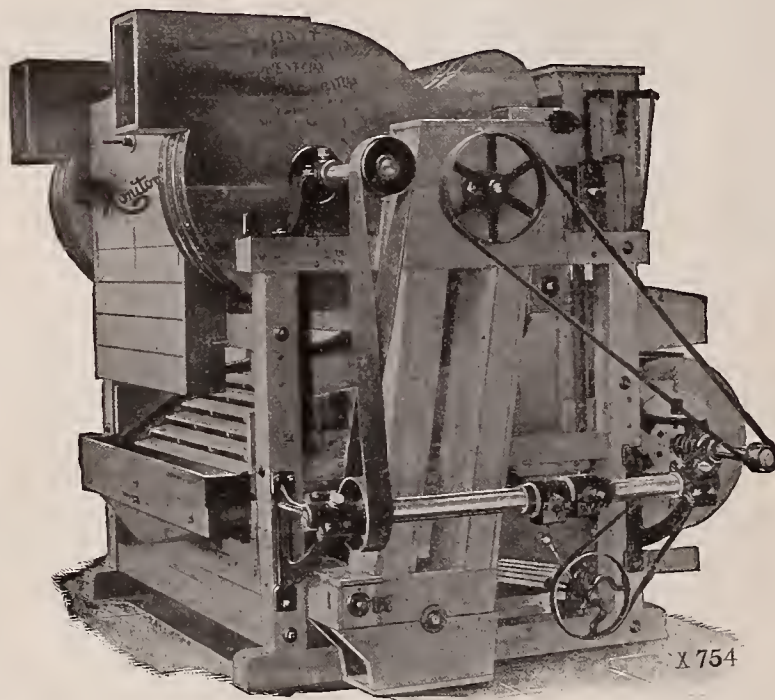
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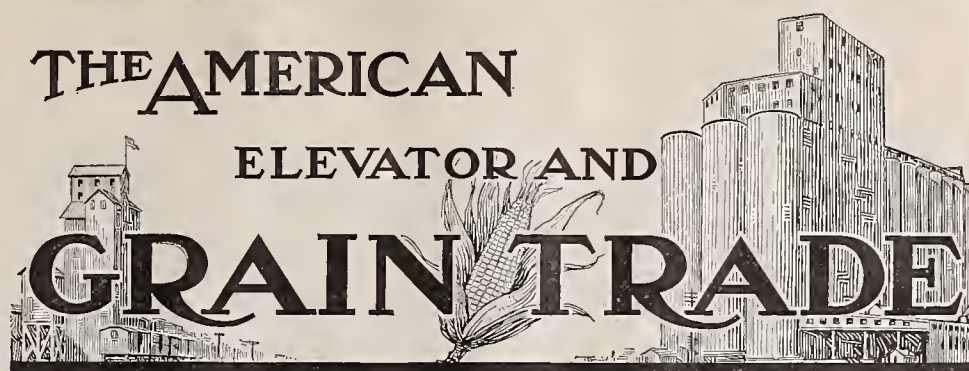
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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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NO. 8

## Elevator of the New Quaker Oats Plant in Canada

A CEREAL plant which requires grain storage capacity of 1,500,000 bushels is rather out of the ordinary, even in these days of large business units, but in its new plant at Peterboro, Ontario, the Quaker Oats Company is setting several precedents in construction and equipment, so that the matter of mere size is not the only interesting feature connected with the plant.

Two years ago the Peterboro mill was destroyed by fire with the exception of the power plant and the concrete storage bins. The need of cereal products was acute and plans were immediately made for rebuilding the plant on a larger scale. Where the grain storage capacity had formerly been of 18 circular bins with interstice bins, twice that number was deemed necessary for the new plant, and the rest was built on a corresponding scale. The plant had to be built under war conditions when material of all kinds was scarce and cars for hauling almost impossible to obtain. To

furnish material for the concrete work the contractors rented two gravel pits, worked them themselves and hauled the gravel to the plant in motor trucks and wagons, where it was put through crushers and prepared for use. This is but a sample of many difficulties that the Canadian Leonard Construction Company of Peterboro and Chicago had to overcome in building the plant and they can well be proud of their achievement.

The elevator consists of a workhouse and 36 cylindrical bins, 18 of them new, and 22 interstice bins, all of concrete construction. The cylindrical bins are 21 feet in diameter and 98 feet high, the entire storage of the bins being 1,300,000 bushels. The workhouse contains 47 bins with a total storage capacity of 200,000 bushels. It is five stories high with basement. The basement is 13 feet 6 inches; first floor 20 feet; second floor, 75 feet; third, 29 feet 6 inches; fourth, 31 feet; and fifth, 11 feet. The bins are on the second and third,

and the scales on the fourth floor. The receiving capacity of the elevator is 40 cars per day and the shipping capacity 20 cars, although practically all the grain is consumed in the cereal mills which use wheat, corn and oats.

The equipment of the elevator is complete in every particular. There are two tracks on each side of the plant, the covered track shed with the four unloading pits being on the west side. Two pairs of Clark Automatic Shovels unload the grain from the cars.

The cleaning machinery consists of one No. 10 Invincible Cleaner and an Invincible Scourer, each is of 15,000 bushels' per day capacity and has special shoes. The cleaner and scourer are connected to two Invincible Tubular Dust Collectors so that no dust is allowed to escape from these machines. There is also a 750-bushel per hour Ellis Dryer, the steam for which is furnished from the main boiler room. The scale equipment, furnished by



NEW QUAKER OATS ELEVATOR AT PETERBORO, ONTARIO



the Canadian Fairbanks-Morse Company, is worthy of special notice:

One 50-foot, 100-ton, Fairbanks, Type "G" Railroad Track Scale with type registering beam, all steel frame construction. This scale is installed at the end of the Quaker Oats property on a track over which all incoming and outgoing cars can be weighed. The switching arrangements are made in conjunction with the track layout, to take every car in or out of the plant over this scale, which enables the company to check all carload weights of grain, their finished product, and also necessary coal for operating the plant.

Two No. 10,679 Fairbanks Solid Lever Hopper Scales, 2,000 bushels or 120,000 pounds capacity, with type registering beam, all steel frame construction, imbedded in concrete floor, hopper opening 11 feet by 11 feet. One of these scales is to check carload shipments and carload weights into their storage elevator, and the other to handle outgoing weights from the storage elevator.

One No. 1,612 Fairbanks Standard Hopper Scale, 100 bushels' capacity.

The grain in the plant is handled over six belt conveyors, two under the tracks, two in the basement and two in the cupola. The spouting is of heavy sheet metal throughout, on the first story the spouts being fixed.

The power is electric, the power being furnished by their own hydro-electric plant. Eighteen Canadian General Electric Motors supply the driving force, having a total of 525 horsepower. The transmission is Morse Silent Chain Drive and belt.

The power and heating plant is equipped with three 200-horsepower water tube boilers, furnished by the Canadian Allis-Chalmers, Ltd., of Toronto.

The building is equipped with a passenger elevator from the first floor to the top, and for fire protection there is a sprinkler system covering the first floor and the track shed.

With the new elevator, the Quaker Oats Company will supply one of the largest cereal milling plants in the world and will handle a large portion of Canada's generous grain output.

## GIVING THOUGHT TO THE POWER PLANT

In these days of high costs of fuel, labor and repairs, elevator operators would do well to consider seriously the type of power plant they install.

The Windfall (Indiana) Grain Company took plenty of time when it became necessary last fall

consideration the wearing qualities and low up-keep cost of the engine, it is cheap, as is testified to by the fact that over a quarter of a million are in use. The fuel used is any one of the low grade oils, whichever happens to be cheapest in the neighborhood, known variously as fuel oil, crude oil, "Solar" oil, stove oil, gas oil, engine distillate or kerosene.

The low maintenance and ease of operation are due to the fact that the engine is very simple, for it has no carburetor, mixer, timer, batteries, electric igniter, spark plug, magneto or switches. The operation and regulation are practically automatic and when once started it needs no more attention.

The engine has special features which will interest anyone contemplating purchase of a power plant of from 1 to 500 horsepower in single units.

## A PRELIMINARY ESTIMATE

European countries will need to import over 728,000,000 bushels wheat for the next 12 months, as estimated by the Department of Agriculture. This includes probable German and Austrian requirements. Estimated surplus stocks of Canada, Argentina and Australia are 595,000,000 bushels. United States will probably have 277,000,000 bushels for export and carryover from the 1918 crop. Should the surpluses of other countries be exhausted, and Russia, which before the war exported 162,000,000 bushels and should be counted cut, the United States would be called upon to furnish 233,000,000 bushels and have a carryover into next year of 44,000,000 bushels.

It is estimated that Europe will have to import the coming season and next 65,000,000 bushels rye, 179,000,000 bushels barley, 255,000,000 bushels corn, and 118,000,000 bushels oats. It is early to tell about needs of any country before anything is definitely known of their crops. It figures that the United States can furnish from its 1918 crops all the oats needed and have 116,000,000 bushels left, but will lack 8,000,000 bushels rye and 59,000,000 bushels barley and 405,000 bushels corn for domestic consumption and net requirements which cannot be supplied elsewhere.

## GRAIN EXPORTS FROM CANADA

Official summary of Canadian trade for the last three years issued by the Dominion Bureau of Statistics shows that the exportation of grain from

ued at \$30,370,762; and 6,360,175 bushels other grain, valued at \$10,929,184. The figures are for the 12 months ending November in each year.

## NEW GRAIN COMPANY AT MILWAUKEE

Once more the school of experience has proved itself as a prime factor among educational institutions in turning out successful graduates. But W. H. Moering, vice-president of the Moering Grain Company of Milwaukee, does not consider



W. H. MOERING

himself a graduate although less successful dealers might well regard him as such, but he is still learning, although in the post-graduate class.

The Moering Grain Company was organized on December 1, 1918, with offices at 571 Chamber of Commerce, capitalized at \$30,000. Kurtis R. Froedtert is president; W. H. Moering, vice-president and manager; W. A. Teipel, treasurer, and J. E. Hohenadel, secretary.

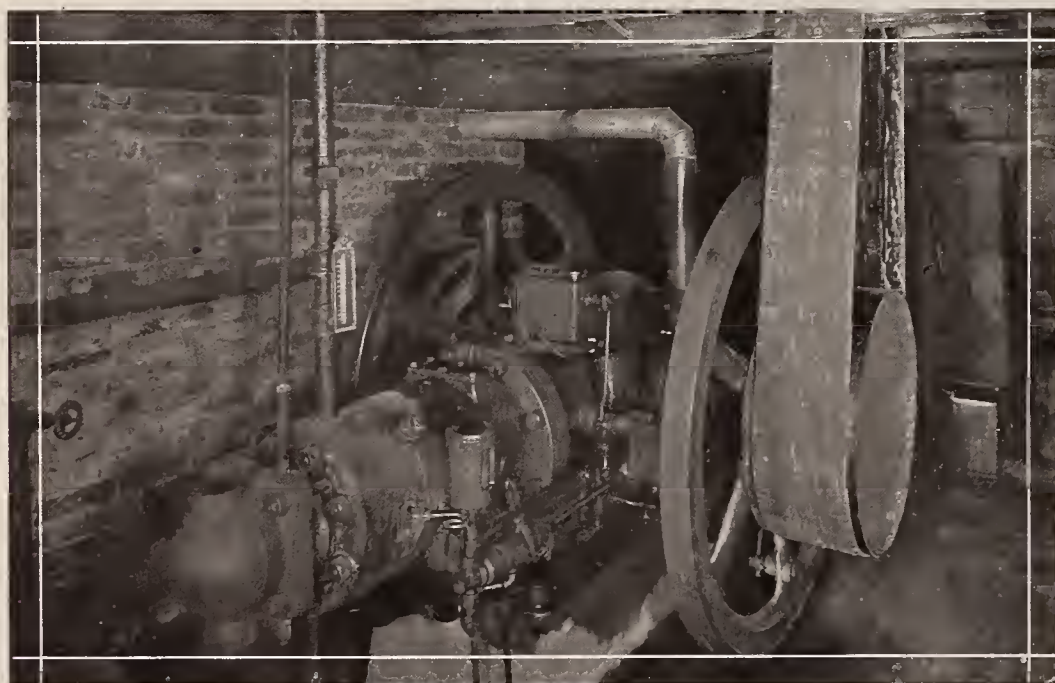
The manager and prime mover of the concern started his career at 11 years with a bundle of papers under his arm. Cash boy in a department store and Western Union messenger were preliminary steps to his engagement as office boy with the Armour Grain Company. He rose gradually in position until some 20 years after his first essay in the grain business he was assistant manager for the Armour Company.

The new firm starts out with the good will of a large circle of friends in the trade and is assured of a prosperous future.

## BEWARE WATERED WHEAT

All shipments of wheat and other grains found in interstate commerce to which moisture, weed seeds, or other screenings have been deliberately added, whether or not they are in conformity with Federal grain standards, are liable to seizure, say officials of the U. S. Department of Agriculture.

The Federal Food and Drugs Act provides specifically that an article of food coming within its jurisdiction is adulterated if any substance has been mixed and packed with it, so as to reduce or lower or injuriously affect its quality or strength, or if any substance is substituted for the article. The addition of water, weed seeds, or screenings to wheat or other grains, the Department holds, necessarily reduces or lowers their quality or strength, and when such grains are shipped within the jurisdiction of the Federal Food and Drugs Act they are in violation of that act, and subject to seizure.



ELEVATOR POWER PLANT AT NEVADA, IND.

to put in a new power plant in its 12,000-bushel elevator at Nevada, Ind. They pretty well covered the field of small power plants and finally selected a 20-horsepower, type "Y" Fairbanks, Morse & Co., Oil Engine, with a belt drive, and they have been more than satisfied with the result.

Some of the factors that determined their choice were: Low first cost with reliability; cheap fuel; low maintenance; ease of operation. Taking into

Canada during 1916 was 210,427,607 bushels of wheat, valued at \$244,322,504; of oats, 73,400,109 bushels, valued at \$36,126,457; and other grain, 13,290,433 bushels, valued at \$10,251,925. During 1917, 137,022,900 bushels wheat, valued at \$310,788,803; 55,950,093 bushels oats, valued at \$36,934,437; and 8,963,892 bushels other grain, valued at \$10,465,231; and in 1918, 76,602,715 bushels wheat, valued at \$181,245,016; 34,879,920 bushels oats, val-



## Informal Notes of an Elevator Pilgrimage

No. 15—Two Indiana Houses

BY JAMES F. HOBART

I AM still down in Clay County, Ill., and am beginning to find out some things and to suspect others! For instance, I have found out that there is no known bottom to Clay County mud, and I am beginning to suspect that the inhabitants of that county are born web-footed—possibly for the same reason, so it is stated, that genuine Massachusetts Yankees are born with the birthmark of a codfish on their stomachs! But anyway, if Clay County people are not born web-footed, they ought to have been—they need it!

Corn, elevators and the grain men sure had a hard time of it in Illinois last December, so I



MANY OF US MAY BE GASSED THIS SPRING

slipped over into Indiana and found corn and the country fully as wet in Indiana as it was muddy in Illinois. The Big Wabash, Little Wabash (in Illinois mostly), the Big Muddy River and all the other streams had "rolled out of bed" and were wandering around in the corn fields of the state, spoiling hundreds of acres of what was not very good corn to begin with, but which will be decidedly the worse for wear after the rivers get back to bed again.

I stopped to talk with Mr. Wm. McCoy, who operates an elevator of some 15,000 to 16,000-bushel capacity at St. Clair Street and the B. & O. Railroad, Vincennes, Ind. You see, I was willing to stop after having gotten out of the clay onto the gravel—for it's mostly gravel in Indiana—so a break was made at Vincennes for a couple of elevators in that bright little city. McCoy's elevator looms up from the station, and as one draws near, finds some mighty effective sign writing all over the outside of the elevator to the effect that it is a—

COAL,  
FEED, FLOUR &  
SACK EXCHANGE.

Brooks & Son, Phone 334 West  
Get Your Feed and Meal Ground Here

It was an elevator, all right. But little grinding was done there. Just a feed mill was operated occasionally to accommodate local patrons.

A blackboard on the front of the building bore the freshly written statement—

WANTED  
100,000 Bushels of Corn at \$1.25.

The elevator building was locked up tight, but a small building some distance away proved to be the office, and inside Mr. McCoy was found, evidently "enjoying poor health" and a smoke, as Mrs. Partington might have said. Mr. Mc. stated that the elevator was equipped with a 25 horsepower gas or gasoline engine, a Western Corn Shelter, two elevator legs and three unloading dumps for wagons.

The shipments by this elevator were largely by rail, the house being equipped for that purpose, with a chute from the upper regions, so arranged that they were enabled to bulk load a 100,000-pound car of grain with no hand trimming whatever. "And one day, we loaded a 110,000-pound car and never touched a scoop."

As stated, Mr. McCoy was evidently somewhat under the weather and he explained to the writer that he had been thoroughly and most effectively "gassed" right there in the elevator as any man on the Western Front, and he surely believed that the Germans were, in part at least, using on our boys, the same kind of gas that he got up against.

As Mr. McCoy told the story, it was at the very busiest time last summer when the wheat crop was coming in from every direction and they were working the elevator night and day to handle the crop. The engine was being operated by illuminating gas from the Vincennes works, when all of a sudden, without any warning, the supply of gas was cut off and the elevator was down, with bins, elevators and wagon dumps all "full-up."

Something had to be done in a hurry, so a gasoline supply was put in, a carburetor hastily attached to the gas engine and shift made to get power again and to clean up the grain on wheels with which the elevator yard was filled to overflowing. After much hard work, the engine was started on gasoline, but the exhaust fumes were discharged temporarily right into the small room in which the engine was placed.

Mr. McCoy said that he noticed the fumes were very suffocating, but was working away as fast as he could, after having been up all night, to get the new carburetor to working satisfactorily, when the first thing he knew he was just finding himself again, at home and in bed, and several hours after he had been so thoroughly gassed that he was carried home for dead.

"That was last summer," said Mr. McCoy, "and I haven't gotten over it yet and fear I never will. As soon as I got over the gas, I ran into pneumonia and after pulling through that, the asthma got hold of me and I have not been able to do a decent day's work since. No, sir, there's no use in telling me different. I just know that the Huns used gasoline burnt vapor in the gas they handed out. They



RIVERS FOUND THE CORNFIELDS

couldn't ever have found any worse gas than that and any soldier who has been gassed surely has my sympathy."

"All right," Mr. McCoy said in reply to a sharp ring at the telephone, "I will be over that way in half an hour and do the job for you."

"Just another notch for my gun," he said, as he

replaced the telephone receiver upon its hook. "You see, I have got to shooting hogs for people 'round here. That's the nicest way in the world for butchering a hog. Gets rid of all the squeal and trouble of catching a hog and holding him by main strength while his throat is cut."

"I have been shooting hogs for 40 years and I use a lightly loaded .25 cartridge and let Mr. Pig have it right sidewise through the head, often through the eyes. Then his throat can be cut with no trouble and loss of time or squeal. I'll stroll over there in a few minutes and lay down Tom's hog for him. 'Twon't take more than 10 minutes to go there, do the job and get back again."

"What's that you say? Corn badly worm-eaten around the tops of the stalks? Yes, that is so, and there is something worse which I fear is going to give a great deal of trouble. A college professor recently sent down an ear of corn and told us to



AN UNUSUAL SIDE LINE

watch out and see that we did not raise or sell any corn like that. I couldn't see any difference between that corn and any other ear, but the professor sent word that there was poison enough in any three kernels of that corn to kill a goose.

"It may be that such poison is from the worms which are the top-end of some ears of corn, but I did not see that this poison ear bore any worm-mark. Yes, a good many horses have been killed in this vicinity and it seems to me that some drastic steps must be taken to determine the exact cause of this trouble and, then, to root it out."

A mile or two away, on the bank of the Wabash, stands a structure bearing the name, "Emerson Elevator." This elevator, which at present has a capacity of upwards of 200,000 bushels of wheat, and is often filled to overflowing, is a private establishment and is hardly ever used save for the handling and storage of wheat intended to be made into flour in a mill nearby, operated by the same company, which uses the elevator almost entirely for its own business.

The Emerson Elevator, seemingly like Topsy, "done just grewed." It comprised, when first erected in 1879, a house and eight bins. Later, a power house was added, in which a boiler and engine was installed. Still later, the steam plant gave place to a 40 horse power gas engine which, when operated on natural gas, proved, it is said, a most ideal little unit.

But the ideal days and natural gas seem both to have vanished and the superintendent of the elevator, Mr. Wagner, was very pronounced and bitter when expressing his opinion of Vincennes gas for operating gas engines. And it is the writer's private and unprejudiced opinion that there will soon be another change in the Emerson Elevator, and that a nice little electric motor will be found giving both the gas man and the gasoline dealer a merry ha-ha before much more time elapses.

"This is a 40-horsepower engine," jerked out Mr. Wagner, as his man wrestled bravely with engine



fly wheel and gas valve, "and once in a while we get some of that amount of power. But again, we don't get 45-horsepower and our work all gets behind. Bother the blooming gas anyhow."

When this elevator grew, one bit after another was added until now the storage space extends across to another street, almost a block away and occupies several low structures only about 20 to 25 feet high, which contain thousands of bushels of wheat upon occasion. Usually, the wheat is bought in bunches and is dealt out in dribbles, mostly as stated, to the Emerson Flour Mill, about 500 feet away. And, strange to say, all this transferring of thousands of bushels of wheat is done by teams. In fact, the teaming proposition is a pretty serious one with this elevator—or perhaps with the flour mill which it supplies, for the trans-

## Common Insect Pests in Stored Grain

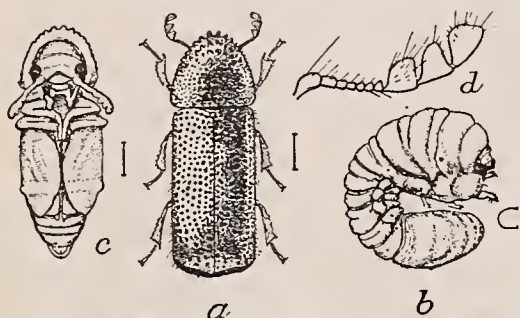
### A Brief Description of the More Common Insect Pests Found in Stored Grain—Some Remedial Measures

**M**OST of the insects that injure stored grain are dormant in winter, or at least do not breed rapidly; but this journal received letters even in the cold weather of last winter complaining of insect pests. So with some of the insects, at least, the cold weather merely lengthens the life cycle.

It is the combination of dampness and heat that breeds insect pests rapidly. In Australia it was found that weevils would not breed in wheat with a moisture content of 6.7 per cent or less, and sun-

is not uncommon for several of these pests to appear together. It is a frequent experience for entomologists to find several different pests in samples of grain sent to identify what is supposed to be one enemy. The chief insect enemies of stored grain are:

1. The Larger Grain Borer is an importation from Mexico or Central America. Its favorite food is corn. It is apparently not entirely acclimated in the United States as its appearances seem to be sporadic. It is dark brown in color and about a



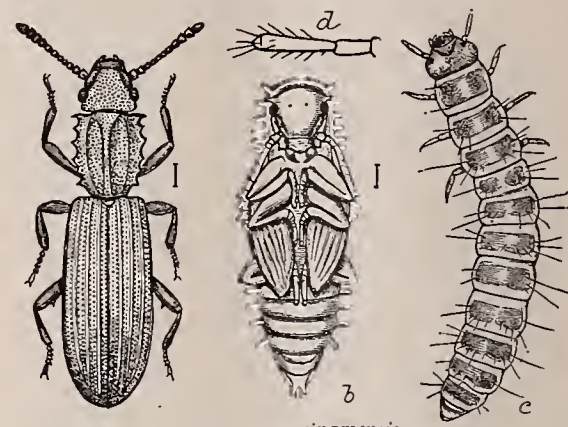
1. LARGER GRAIN BORER (*Dinoderus truncatus*): a, Adult or beetle; b, larva; c, pupa; d, antenna—a, b and c about six times natural size; d, highly magnified.—After Chittenden.



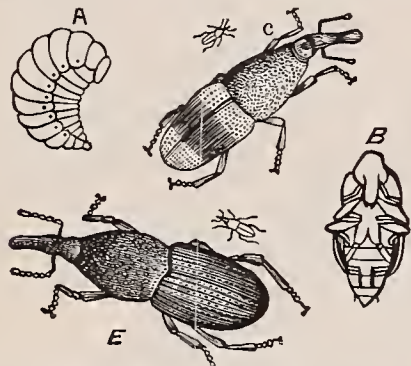
Work of the Larger Grain Borer.



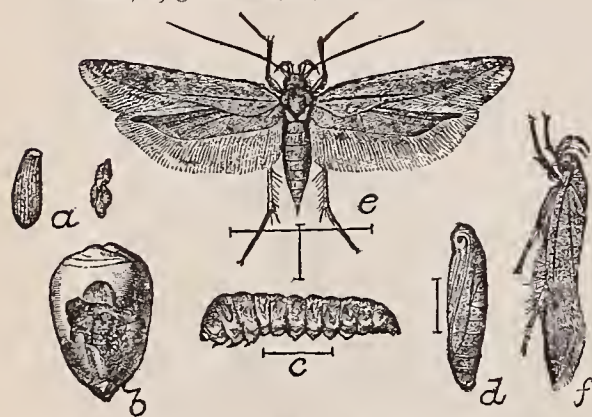
2. LESSER GRAIN BORER (*Rhizopertha dominica*): Beetle with enlarged antenna at right; about 12 times natural size.—After Chittenden.



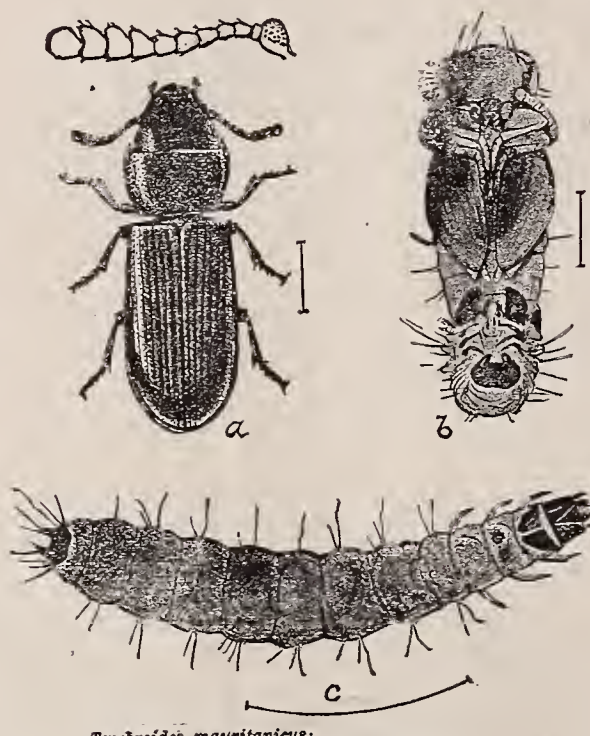
3. SAW-TOOTHED GRAIN BEETLE (*Silvanus surinamensis*): a, adult beetle; b, pupa; c, larva, all enlarged; d, antenna of larva, much enlarged.—After Chittenden.



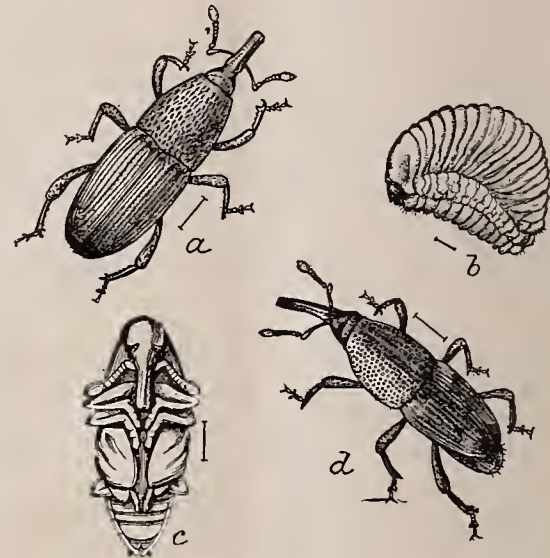
4. RICE WEEVIL (*Calandria oryza*), enlarged: a, larva; b, pupa; c, rice weevil, small figure showing natural size; e, grain weevil.



5. ANGOUMOIS GRAIN MOTH (*Sitotroga cerealella*): a, eggs; b, larva at work; c, larva—side view; d, pupa; e, moth; f, same, side view.—After Chittenden.



6. CADELLE (*Tenebroides mauritanicus*): a, adult beetle with greatly enlarged antenna above; b, pupa; c, larva, all enlarged.—After Chittenden.



7. GRANARY WEEVILS (*Calandra granaria*): a, beetle; b, larva; c, pupa; d, rice weevil, all enlarged.—After Chittenden.

#### SOME OF THE COMMON INSECT PESTS FOUND IN STORED GRAIN

ferring by mule teams the amount of wheat necessary to keep a 600-barrel flour mill going night and day is some chore.

"No belt conveyors here," said Mr. Wagner—"I never had any use for them and screw conveyors do all the work in this elevator." And it seems that some other people feel the same way. Even in the big up-to-the-minute new E. Z. Bake Elevator, in Indianapolis, the other day, I found screw conveyors doing duty under the storage bins, and conveyor belts conspicuous by their absence.

Three elevator legs, an oat separator and wheat cleaning machines comprised the operative parts of this elevator, in addition to the screw elevators over and under the storage space.

SOME food products, as butter and eggs, have lowered in price considerably due to the open winter, but a generally lower scale will be impossible for most foodstuffs until wheat finds its natural level throughout the world.

dried wheat contains less than 5 in Australia. With 8 per cent moisture they died in 6 weeks without breeding and with 9 per cent remained dormant. But with more than 9 per cent moisture the weevils became active and bred.

It is likely that this is true of weevils and other pests in other regions as well as in Australia. The first precaution to take against the breeding of all of them is to keep the grain dry. Almost everywhere, however, the percentage of moisture in grain naturally is enough to encourage breeding; hence the necessity of guarding against any access of moisture from without. The measures to prevent their appearance in grain are therefore to keep grain as dry as possible and prevent their breeding. Remedial measures against them are another matter.

The principal enemies of stored grain in the United States are enumerated below. In common parlance most of them are denominated "weevils," although they have large differences of character and destructive power. After grain becomes infested it

sixth of an inch or less in length. What it can do to corn is shown in one of the cuts.

2. The Lesser Grain Borer is called so from its relative size and not from its damaging ability, which is larger than that of the Larger Grain Borer. It is nearly cosmopolitan and nearly omnivorous. It attacks any kind of grain and is found oftenest in corn, wheat, rice, sorghum and millet. It is one of the smallest of beetles injurious to grain and is considerably smaller than the weevil, the beetle being about an eighth of an inch long. Its color is dark brown and it looks bright, as if varnished. It is not as tough as other insects and "yields to treatment," easier than weevils.

3. The Saw-Toothed Beetle is small and slender, being only about a tenth of an inch long. It is of a dark chocolate brown color. It is nearly omnivorous, infesting almost any kind of grain. Its life cycle is only about 24 days in the warmest weather, but at other seasons it covers from 6 to 10 weeks.

4. The Rice Weevil is so called from having been



first discovered in rice, but it is now established wherever grain is grown. It is dull brown in color and resembles the Granary Weevil in size and general appearance. It attacks corn and wheat with impartiality and also rye, barley, millet, oats, buckwheat, and the sorghums.

5. The Angoumois Grain Moth, which is perhaps the oldest grain pest in this country. It has been estimated that in six months grain infested by this moth loses 40 per cent in weight and 75 per cent of its farinaceous matter. The adult insect resembles a clothes moth. It is light grayish brown in color, more or less lined and spotted with black. It measures almost half an inch across its expanded forewings. The moth deposits eggs both in the standing grain and in bins. There are from 4 to 8 generations annually, according as the temperature is favorable. It is one of the most destructive of grain insects.

6. The Cadelle is not a very destructive pest; in fact, it has been denied that it eats grain at all, but Professor Chittenden has proved that it lives both in the larvae and adult state on grain. The adult beetle is nearly black in color, is almost a third of an inch long. When in the larvae and pupa state it is of a whitish color. One good quality of the Cadelle is that it attacks and destroys other grain pests. When it feeds on grains it devours the germ. Fortunately it does not breed rapidly.

7. The Granary Weevil has been known as an enemy to stored grain from the earliest times. The mature weevil measures from an eighth to a sixth of an inch and is of uniform shiny chestnut brown in color. It attacks corn, wheat, barley and other grains. There are four or five broods in the Northern and probably six or more in the Southern States in a year. As the weevil is very prolific it is capable of doing immense mischief.

No grain is weevil proof. Unhusked rice, oats and buckwheat are practically exempt from insects. Husked, shelled or hulled grain is more liable to attack than when unhusked. Corn when shelled is more liable to be attacked than on the cob, except that the Angoumois Moth seems to prefer corn on the cob.

The first obvious thing to do as a preventive measure, as remarked above, is to keep the grain as dry as possible. Before storing fresh grain in old bins that have been infested, they should be cleaned thoroughly, all the old grain having been previously removed. The floors and walls should be brushed and a coating of whitewash will do good.

Storing grain in bulk is an advantage to the grain dealer, as only the surface layers are exposed to infestation by some of the insects, the moths, for instance. When the grain is infested by moths, handling and elevating or transferring from one bin to another is a great help.

But not so with weevils. The weevil penetrates more deeply into the grain, and while having the grain in large bulk is a protection, stirring or transferring it makes the matter worse, since it distributes the weevil more generally.

The application of heat in the ordinary elevator is hardly possible. This is unfortunate from one viewpoint since a temperature of from 125 to 130 degrees Fahrenheit continued for a few hours is fatal to all insects, but the application of heat through driers, even at lower temperature, is more or less effective. Of course, artificial heat is not desirable in buildings where grain is stored.

Many of the remedies adopted against insects are not satisfactory owing to the effect on the grain. This is true of such remedies as tobacco, chlorine, benzine and naphtha. The fumes of the latter are also inflammable. Sulphur has been used with some success, but should not be used with wheat. Salt and air-slacked lime have also been used.

The common fumigants for grain are hydrocyanic acid gas, carbon bisulphide, carbon tetrachloride, etc. Hydrocyanic acid gas is highly dangerous to human life and fumigation with it should not be attempted except under direction of an expert. Carbon tetrachloride is recommended by the Government as its fumes are not inflammable, but it is costly. Carbon bisulphide or its equivalents

continue to be the easiest and safest fumigants, although the fumes are inflammable, and the fumigation must be done in a guarded manner, preferably by an expert.

It hardly pays to fumigate in winter, since an amount of carbon bisulphide that will effectively fumigate 500 cubic feet of space in summer, with the thermometer at 80 or 90 degrees, will not fumigate half that amount with the thermometer at 60, and not do the work effectively.

In tight grain bins a pound of liquid bisulphide of carbon will fumigate a ton of grain in summer. The liquid is highly volatile and may be poured on the surface of the grain. As the fumes are heavier than air, they will sink downwards. Care must be taken that there are no fires or open lights in the vicinity when the fumigation takes place. The bin should be covered and made as air tight as possible and the vapor given 24 hours to do its work. If the building is fumigated it should be made as air tight as possible, and at least one pound of the bisulphide used for every 1,000 cubic feet of space to be fumigated.

### A FINE "ANKORITE" EXHIBIT

The unusual interest shown in Ankorite Steel Fence Posts at the convention of the Northwestern Lumbermen's Association at Minneapolis in January was very gratifying to the officials of the Calumet Steel Company of Chicago, Ill., manufacturers of Ankorite Steel Fence Posts, and amply justified their judgment in arranging not only the largest but the most artistic and attractive exhibit of its kind at the show.

Dealers everywhere are awakening to a consciousness of steel fence post possibilities, particularly the unique and easy selling features of "Ankorite" posts. Large crowds were in constant attendance at the "Ankorite" booth where many of the dealers made their headquarters and it is not surprising that a very large volume of dealers' business was placed, for "Ankorite" dealers were

### FLOATING ELEVATOR IN FRANCE

A big factor in feeding France and England during the past year has been speed in unloading and loading at the ports. A day gained in unloading time meant another 24 hours' use of a ship, and every ship saved lives.

In contributing to this speed Henry Simon,



FLOATING PNEUMATIC ELEVATOR IN FRANCE

Ltd., of Manchester, England, built for the French Government two floating pneumatic grain handling plants, one of which is shown in the illustration, unloading a large vessel and transferring the grain to a coasting steamer. In addition they have installed a stationary pneumatic elevator at a French port and have built six floating elevators for the British War Office.

Aside from these plants and a few oatmeal mills, the large resources of the firm have been devoted



EXHIBIT OF ANKORITE STEEL FENCE POSTS AT MINNEAPOLIS

openly enthusiastic over the product and the effective way in which the advertising department is backing them up with farm magazine publicity and follow up campaigns.

The corn belt is feeding an unprecedented number of hogs this year, and where hogs are kept fencing has to be of the best. As a side line, therefore, Ankorite Steel Fence Posts will be a welcome addition to the stock of many country elevators, as they require but little storage space, are easily handled, have many sales talking points and return a good profit for the dealer. Wood fence posts are becoming more difficult to obtain and require much more space at less profit. In addition it has been amply demonstrated that the steel posts are more economical in every way so that they make friends wherever they are used.

exclusively to war work, making 4.5-inch and 18-pounder shells, and parts for tanks, airplanes, ships, shell heads, smoke shells, etc.

About 1,000 people have been employed in the work, fully one-half of which were women, and the firm pays a high tribute to the devotion and skill of their women workers.

### IMPORTATION OF CORN

The War Trade Board has announced in a new ruling (W. T. B. R. 538), that the restrictions heretofore existing upon the importation of maize (corn) have been removed and licenses will now be issued for the importation of this commodity, when the applications are otherwise in order, from any country.



## Disagreeing with Mr. Goodman

Chief of the Bureau of Crop Estimates Answers P. S. Goodman's Criticism of the Crop Reporting System

BY LEON M. ESTABROOK

I HAVE read Mr. Goodman's interesting article "Concerning the Acreage" on page 505 of the January 15 issue of the "American Grain Trade" and note his statement that "the present reported acreage" (as estimated by the Bureau of Crop Estimates) "is too large by 20,000,000, which, if distributed among the grains where the variation has usually occurred, would reduce our total crop by 460,000,000 from a reported total of 5,384,000,000 bushels." With this conclusion I cannot agree.

In the first place, comparisons with the census figures are misleading because the methods of editing which were followed in the last two censuses resulted in figures that were too high for 1899 and too low for 1909. In the second place, a considerable development has unquestionably taken place in states west of the Mississippi since 1909, especially in the Northwest and Mountain States, in dry land farming, irrigation farming, and the homesteading of the range country. Under the stimulus of high and higher prices, the patriotic appeal that "Food Will Win the War," and the guaranteed price for wheat, farmers put forth extraordinary efforts since 1914 to increase their acreage in food crops, especially the small grains which require a minimum of labor in sowing and for the harvesting of which help could be obtained from towns and cities through the organized effort of the Government.

The corn acreage was increased not only because of high prices and shortage of feed, but because of the high prices of hogs and beef. The large increase in acreage and numbers of live stock, especially hogs, was greatly encouraged by organized intensive campaigns carried on by the Federal Department of Agriculture and the State Colleges of Agriculture through the press and by direct appeal through State Extension forces and county agents, by National and state Council of Defense, and by the Federal and state Food Administration forces. There was ample room in which to spread. Less than one-third of the tillable land area of the United States was in cultivation at the last census. The principal limiting factors to a material increase in the cultivated area since 1914, especially in 1917 and 1918, were shortage of labor and seed. However, the seed shortage proved not to be serious. The shortage of labor at planting time was partly overcome by greater use of improved machinery, and at harvest time by help obtained from towns and cities.

Just how close the Bureau of Crop Estimates has approximated the true acreage in its estimates will not be known until the results of the next census are available. The coming census will report acreages in crops for the 1919 season and it is hoped that the figures will be available before the close of the 1920 crop season. It is comparatively easy to estimate the acreage in states where staple crop production is fairly uniform and stable, but far more difficult in states where considerable changes are taking place, such as Montana, for instance. The violent fluctuations in acreage during the last four years have added greatly to the difficulty experienced in estimating acreage changes. I presume that Mr. Goodman appreciates these difficulties as much as anyone.

The method followed by the Bureau in estimating acreage during the last half century has been mainly to estimate the percentage of increase or decrease each year as compared with the previous year, with the census figures as a base or starting point. If there is a uniform bias on the part of crop reporters the percentage method involves a cumulative error which, if uncorrected, will result in a considerable underestimate or overestimate in the 10-year period between censuses. As a matter of fact, there is an observed tendency on the

part of farmer crop reporters to underestimate both acreage and live stock, i. e., their reports are more apt to fall below 100 than they are to go above 100.

During a portion of the decennial period from 1890 to 1900 the Bureau adopted the policy of not editing the returns from its correspondents, and simply publishing totals and averages of the returns as they were received. The result was a relative decrease in acreage and production all along the line. Then followed the census of 1899 in which the method of editing the returns resulted in acreage totals which were too high. For most of the period from 1900 to 1914 the Bureau of Crop Estimates (Statistics) relied mainly upon its voluntary crop reporters for estimating percentage of increase or decrease in acreage.

In 1914 the Bureau was reorganized and a trained field agent was placed in each state whose business it is to collect all possible information on acreage and production by personal investigation, interviews and reports from the best informed men in the state. Since 1914, also, the county agent system has been developed and extended, and the system of estimating acreage in the Bureau has been amplified to include a number of additional factors or checks. For instance, a study is made of all acreage data collected by state assessors to ascertain the trend or ratio of acreage each year with another, as a check on the percentage rate of increase or decrease reported by county, township and special reporters, and as estimated by the field agents. A second check was afforded by careful estimates which have been made the last two years of percentage of total cultivated area in each crop, i. e., the relation between different crops. A third check was afforded by the so-called food survey of January 1, 1918, when acreage returns from the 500,000 schedules sent by the Bureau to individual farmers were tabulated. A further, but very imperfect, check was afforded by the innumerable county surveys or "censuses" which were made in 1917 and 1918 by various Federal, state and local organizations.

As Mr. Goodman noted in his article the Bureau does not rest content with its preliminary estimates of acreage, but has its field agents check up the problem from various angles all through the season, and at the close of the season in December the preliminary estimates are revised in the light of the latest information. We feel that crop estimates are after all simply estimates and from the very nature of things the same approach to accuracy that is attainable by census methods cannot be claimed for them.

We do not feel, therefore, that there is anything particularly sacred about preliminary estimates published by the Bureau, or the methods and usages followed in preparing the estimates, and we do not hesitate to correct estimates in the light of later and fuller investigation and information. In this connection I think it will be conceded that the Bureau, with its present list of 200,000 voluntary crop reporters, its corps of trained field agents, its long experience with methods and their limitations, has better facilities for approximating accuracy in its estimates than any other single agency in this country, if not in the world.

Knowing something of the measures that have been taken and the conscientious effort of the field agents and the Bureau staff to improve the crop reporting service in recent years, I am naturally inclined to stand by the Bureau's estimates until statements alleging error are supported by real evidence. If Mr. Goodman, or any member of the "grain trade," has any real evidence tending to show that the Bureau has in fact overestimated the acreage, we will be very glad to receive it and to give it thorough and impartial consideration.

I may say that the Bureau has realized that acreage estimates are not only fundamental to production estimates but are among the most difficult of the problems with which the Bureau has to deal. We have attempted to "true up" the acreage estimates and to make allowance for bias and for defects inherent in the percentage method of estimating, as indicated in a preceding paragraph.

One of the most promising fields for improvement lies in developing and perfecting the system of obtaining acreage data by local assessors. It occurred to us that one cause of the incomplete and unsatisfactory results obtained by assessors is the apathy and lack of interest on the part of state officials and that if the state machinery for collecting agricultural data by assessors could be put in good working order and made efficient, we would have in each state an annual census. This theory has been fully demonstrated in several states with which the Bureau has established co-operative relations whereby a single state co-operative crop report is issued, notably in Wisconsin, Missouri and Nebraska. In Wisconsin, for instance, the Governor and other state officials, by letter and by public addresses, urged the assessors and supervisors to collect complete returns and get them into the state capitol promptly. The returns were edited, checked up, and tabulated under the supervision of the trained field agent of the Bureau. Follow-up letters were sent to delinquents, with the result that in Wisconsin we have a state census which is probably more accurate than will be the Federal census.

The movement for establishing co-operative relations between the Bureau and state Departments of Agriculture is spreading. Such relations have already been established in Wisconsin, Ohio, Missouri, Nebraska and Utah. The subject is under consideration in Idaho, Kansas, Arkansas, Georgia, South Dakota, Illinois, Indiana and the New England States. In all states the Bureau, through its field agents, is stirring up interest in the matter of collecting agricultural data by assessors and having the returns checked up and tabulated with the advice or under the supervision of the field agents. It is our hope that decided improvement will be brought about in the collection of data by assessors in all states by 1920, so that following the Federal census we will have an annual census of acreage and live stock at least in the states of principal production.

I feel sure that the "grain trade" will appreciate the obvious advantages of such a system and will co-operate with the Bureau of Crop Estimates in bringing about this improvement. New legislation will be required in some states to make such a system effective. The Bureau has made a special study of state laws bearing on this subject and is prepared to make the results of its study available to anyone who is interested.

Another feature of the Bureau's work that may be mentioned is your attempt to shift from a state to a county basis of estimating. In a few states our field agents have been able, from various data, to apportion state totals of acreages, crops and live stock by counties. In most of the states, however, this is impracticable until the next census. As soon as the results of the 1920 census are available estimates will be made by counties in all states. This will localize live stock, acreage and production and I am confident will enable the Bureau to keep a closer check on changes in acreage from year to year. County estimates will also be extremely useful and valuable in mapping out and making effective crop and live stock production and marketing campaigns by the Federal Department of Agriculture in co-operation with the state Colleges of Agriculture and other Federal and state organizations. The Bureau of Crop Estimates also plans in future estimates, as fast as funds will permit, to distinguish between the total or agricultural crop and the commercial crop, and in such estimates of commercial crops we expect to have the full co-operation of commercial organizations because of the value of such estimates to them.



## THE MODERN COUNTRY ELEVATOR

BY P. F. M'ALLISTER

Country grain elevators as they are being built today by specialized elevator builders contain all the modern features, appliances, labor-saving and conservation devices known to mankind, that are applicable to this class of construction except two.

To begin with we should consider power. The use of electricity is general wherever it is available, and when not the perfected type of oil engine is the next power, considered as it is in nearly all cases the most economical.

The construction of concrete versus wood is in the proportion of about 8 out of 10 in favor of concrete. Much has been said in recent years in favor of concrete, but not enough, as every elevator, if it is worth building at all, is worth the extra effort and expense necessary to make it permanent and everlasting—to make it an asset rather than a growing liability.

Nearly all new elevators of today have some make of modern cleaner in them of ample capacity to facilitate the rapid cleaning of grain.

In the corn growing section of the country, most elevators have large capacity shellers. Leg capacities have been increased from 1,000 to 3,000 bushels per hour.

Everything is being done to improve rapid handling that can be done. The favorable methods of transmitting power are silent chain, rope and belt. Gears are noisy and common chain unsatisfactory.

A comparatively recent innovation in leg equipment is the use of V buckets which permit the closer spacing and greater belt speed, thus reducing the width of the elevator belt by about one-third as compared to the old styles of buckets.

Two things that are not used in country elevators, one of which should be insisted on by insurance companies or by the conservation authorities of our Government are dust collectors and sweepers, and the handling of grain by the pneumatic system.

The dust collecting and sweeper system would necessitate a little more power, a fan and some light galvanized piping. With the use of such a system in every elevator the dust explosion hazard and the spontaneous combustion hazard would be practically eliminated. The matter of keeping an elevator clean would be a pleasure and the work would be done every day instead of once a month and in some cases once a year.

In effect such systems would be similar to a vacuum cleaner in the home. The systems are used quite generally in large elevators.

The pneumatic system up to date has been too expensive to operate to make it practical except in a few isolated places.

Two more minor appliances used in terminal elevators that could be used to very good advantage in the country elevator are the back stop for head shafts and the electric alarm for hot boxes. With the use of the first, there is no possibility of a choke-up in an elevator leg due to the cessation of power, the breaking of some piece of transmission machinery or the slipping of a belt.

With the use of self-oiling bearing, there would be no necessity for the latter as such bearings need attention but three or four times a year.

It is to be hoped that the elevator owners and managers will become educated to these matters and insist on their installation for their own economy and convenience as well as for the conservation of our food products and building materials.

## EXPLAINS LICENSE REQUIREMENTS

To prevent misunderstanding the Food Administration in bulletin under date of February 3, repeats that licenses are still required for certain products. The list is as follows:

Importers and distributors of wheat, corn, oats, rye, barley, also elevators and warehouses storing wheat, corn, oats, rye, barley, rice;  
Importers, manufacturers and distributors of fresh, canned or cured beef, pork or mutton, cottonseed and cottonseed products, lard, butter, eggs, sugar;  
Importers and manufacturers of rice, rice flour, wheat flour, and wheat mill feeds, also cold storage warehousemen.

It is expected that requirements for licensing

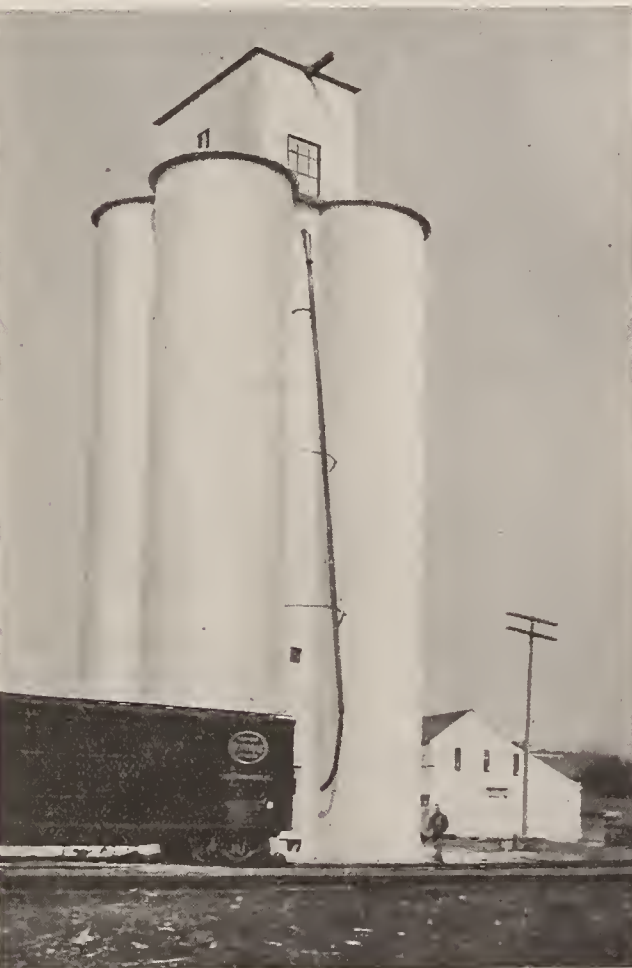
some commodities in the above list will be withdrawn from time to time, but with respect to others—wheat milling for instance—the license requirements will be continued.

Attention is also called to the provision of Section 24 of the Food Control Act to the effect that obligations incurred prior to a formal proclamation of peace are not affected by a proclamation of peace.

The Food Administration will at all times maintain a sufficient organization to deal with such commodities and activities as remain under license particularly with the obligations of the manufacturers of wheat flour and wheat mill feeds under the profit regulations of 1917-18.

## A CONCRETE COUNTRY HOUSE

Iowa is the land of corn and hogs, of salubrious climate for its contented inhabitants—and grain elevators. These latter are constantly increasing, to meet the demands of the ever enlarging crops and are also improving in style of construction, convenience of arrangement, and economy in grain



FARMERS CO-OPERATIVE ELEVATOR AT WALLINGFORD, IOWA

handling. We show in our illustration the new 30,000-bushel concrete elevator for the Farmers Co-operative Elevator Company of Wallingford, Iowa, built for them by the Burrell Engineering & Construction Company of Chicago.

The elevator covers a ground area of 27x34 feet and is 75 feet high from foundation slab to the top of the tanks. It comprises eight hoppers bins consisting of two circular tanks, 14 feet inside diameter, and two circular tanks, 12 feet inside diameter, and four bins in the interspace above the 9-foot work floor. The cupola is 14x22 feet x16 feet high with reinforced concrete walls and shiplap and asbestos roofing with the Sykes Company galvanized cornice.

The driveway is 12x32 feet. The office is 12x28 feet divided into two rooms built of hollow brick with 8-inch wall. A full basement with 4-inch concrete floor is provided in which the engine is located.

The machinery equipment includes a 15-horsepower type "Z" Fairbanks, Morse Oil Engine complete with necessary fuel tank, piping and circulating water pump. There is also installed a 5-ton 16-foot Howe Dump Scale, and a 1,500-bushel per hour weighing out scale with type registering beam erected on first floor and a suitable hopper of 6-

inch matched flooring built above and below it. Seven-inch stub spouts are tapped into the deep bins high enough to fill this scale. Seven-inch swivel spouts are provided and placed on the four overhead hopper bins, and 16 feet of 7-inch No. 16 gauge steel telescope spout in two sections provided with 8-inch head, fit over swivel spout and stub spouts in the bins.

The elevators have a capacity of 2,000 bushels per hour. The main drive belt is 8-inch 4-ply rubber belting running to a friction clutch pulley, 36-inch diameter by 8-inch face. The drive to the cupola countershaft is three strands of 1-inch tallow laid manila transmission rope. The drive from the countershaft to the head shafts is silent chain.

With this complete handling equipment and the number and size of the various bins, the elevator is well able to handle any amount or variety of grain offered. It is an excellent example of the new type of house which is gradually replacing the old style frame elevators which a decade ago were considered the last word in country houses. Concrete, even for small elevators, is rapidly proving its economical advantages.

INSPECTION RECORDS BETWEEN  
MARKETS

One hundred and two cars of wheat inspected out of St. Louis and shipped to Baltimore and twice inspected in the latter market, once by the Chamber of Commerce Inspection Department and once by the Office of Federal Grain Supervision, and the three inspections corresponding within 3/10 of 1 per cent as the greatest variation—this is the record reported by W. H. Hayward, president of the Baltimore Grain Exchange. The Bureau of Markets of the United States Department of Agriculture was advised of the incident in a letter from Mr. Hayward to the chief of the Bureau, a copy of which follows:

Our chief inspector, David H. Larkin, called my attention to-day to a rather significant fact. One hundred and two cars of wheat shipped from St. Louis to Baltimore were recently inspected here. Samples were drawn by our Chamber of Commerce inspectors, and at the same time duplicate samples were drawn by your supervisor in charge of the Baltimore office. On a comparison of the inspection results it was found that all of the 102 cars graded identically the same by all three tests; that is, the St. Louis grades, your supervisor's grades, and our Baltimore Chamber of Commerce grades agreed in every particular; the highest variation in any factors of the grades being, as I was informed, 3/10 of 1 per cent; this variation not affecting the grade in any sense.

It seemed to me this is a compliment to the correctness of the application of the grade requirements all around.

Until the establishment of Federal grades for wheat and Federal supervision of inspection a year and a half ago, and for shelled corn two years ago, uniformity between markets was impossible. The grade requirements varied in the different markets and inspection systems were different. The result was great uncertainty as to what a buyer in one market would get if he bought wheat or shelled corn in another market. This necessarily had a bearing on prices, and in turn reacted clear back to the farm.

But with uniformity of inspection between the various markets becoming a reality, confidence in the integrity of the grades, especially in the export trade, will result in business being done on smaller margins, because of reducing the risk, which will tend toward stabilizing prices.

IN estimating the surplus wheat crop of India, in relation to the world's supplies, it is interesting that the Indian Government has purchased 1,110,000 bushels from Australia. There is a known reduction of acreage in India, but it now looks as if the surplus would be negligible.

ACCORDING to reports from Argentina a minimum price has been fixed on all grains: Corn, 74½ cents, which would bring it to New York at prevailing rates for about \$1.35 to \$1.40 per bushel. Wheat is quoted as being fixed at \$12.50 per 100 kilos, or about \$1.53 per bushel, f. o. b.





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#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., FEBRUARY 15, 1919

### NORTH DAKOTA IN FOR A JOLT

**N**ORTH DAKOTA has its decks all clear for putting in the state socialistic measures that the Nonpartisan League has been advocating for years. This program includes a bond issue of \$5,000,000 for the establishment of state owned terminal elevators and mills, under the supervision of the Industrial Commission of three members, consisting of the Governor, the Attorney General and the Commissioner of Agriculture and Labor, the Governor having the veto power and practical control. The Industrial Commission will operate through the North Dakota State Mill and Elevator Association, and will have the power to employ, remove and fix the compensation of all subsidiary officers.

First, state elevators will be erected, and it is proposed to operate them under state grain grading rules, now in process of formation, which it is said will differ materially from the Federal grades. As soon as the grain leaves the state it will come under Federal grain jurisdiction and may subject the state to serious losses. But as they will be public funds they should worry about a little thing like that.

Eventually flour mills will be established or taken over, as the association has the power to buy, build or appropriate any mill it likes. The flour from this mill or mills will be so good and so cheap that the world demand will be such that the entire North Dakota crop will be ground into flour before leaving the state.

The Industrial Commission, through the

## THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Seventh Year

Association, may market its products anywhere in the world, and the world will have a practical demonstration of socialism applied to commercial enterprise apart from public utilities. The Nonpartisan Leaguers are firmly entrenched in both houses of the legislature and the state judiciary, so that the success or failure of the plan will test very effectually the principle of public operation of industry. We are inclined to believe that the lesson will be a salutary one in a world deeply bitten with the socialist bug.

### WEEVIL IN AUSTRALIAN WHEAT

**R**EPORTS of elaborate measures to clean the wheat of weevil and other infestation have come from Australia recently. These measures include everything from physical manhandling to poison gas bombs. Theoretically the wheat should be as clean and sweet as the most captious miller could demand, but as a matter of fact the assault and the gas attack have been unsuccessful, judging from the wheat cargoes that have come to this country from Australia.

Some time ago a cargo of 60,000 bushels came to Seattle, but it was so badly infested with weevil that the Federal authorities would not let it be discharged and it was taken to Vancouver and unloaded there. On February 8 another cargo of sacked wheat was received at Seattle. This too was badly infested, but the Government took it in charge and after cleaning will sell the wheat for feed if it is found to be unfit for milling.

We like to be friendly with our neighbors of the Antipodes, but we fail to see why we should be the dumping ground for their weevilly wheat. We have quite enough bugs in this country now without importing any, and the milling value of such wheat is at best questionable. England has cancelled large orders of wheat from this country. Their interests in Australia are more intimate than ours and as shipping is released in greater amounts, the surplus of Australia could easily go there. It is said that English millers are not enthusiastic about such a program. Well, we don't blame them, but that doesn't elect us as the international goat.

### DOCKAGE

**F**OR many years it has been the custom in the Northwest to dock grain for the amount of foreign matter contained. When the Federal grades on corn and wheat were put into effect the dockage principle was applied for the entire country. For the most part there has been little complaint except in the Northwest, where the system originated and where grain mixtures and weeds are most prevalent. Farmers in that section are up in arms because they do not get the benefit of the value of dockage screened out of their wheat when it is cleaned. It is quite true that very often the dockage has a very material value, sometimes of greater value than the grain from which it was separated, and yet it is doubtful if the year's business at any elevator shows much of a profit on the sale of

screenings. The market is uneven and depends largely on chance demand. Many farmers object to feeding screenings which, in the case of weed seeds, spread the pest in the manure unless the seeds are finely ground. On the other hand mustard and flax in wheat and wheat in oats pay handsomely for the trouble of cleaning.

Many country elevators in the Northwest have installed cleaning machinery in their plants and take care of the grain as it is received. This serves the triple purpose of demonstrating to farmers the extent of their dockage; of returning screenings to the farm they came from; and of saving freight on the screenings, which amounts to an enormous sum in the aggregate. This is the best and simplest way to take care of the dockage problem, and it may prove to be the only way, as the amount of bookkeeping required and the separate binning that would be necessary at the terminals offers an obstacle which most operators consider insurmountable. Correcting errors at the source is always the easiest way.

### FAKE PROFITS

**G**OVERNMENT reports which have been instrumental in showing up some bookkeeping gymnastics will have a permanent value after the Food Administration is only a memory. Far too many grain companies, particularly country houses, have been doing business for years in the fond belief that they were making money, only to wake up suddenly to the unpleasant realization that what they thought were profits was only invested capital, or some forgotten item of expense.

The farmers' elevator at Dalton, Minn., recently found itself \$14,000 in the hole. There was no suspicion of dishonesty or sharp practice in the loss. They had simply been handling grain for less than it cost and without an adequate system of bookkeeping that would disclose the error. A great many farmers' elevator companies have been started on the assumption that the private elevator was taking too large a margin. They carried this idea into the business and paid more for their grain than the private operator did. No doubt they got the business, but a business performed at a loss is hardly worth getting.

There has been some wholesome housecleaning since the Government required accurate reports and showed dealers how to make them, and the result will be felt for good throughout the trade.

### ELIMINATING THE MIDDLEMAN

**T**HE uncertainty of the pending legislation for the disposal of 1919 wheat crop has produced a feeling of alarm among grain dealers that the result may finally be to put the administrative power into the hands of the Bureau of Markets. The investigations of the Bureau, operating with the Office of Grain Standardization, in the fixing of the Federal grades for corn and wheat, have been painstaking and thorough, and the grades promulgated have been generally sat-



isfactory, in spite of the unusual conditions which had to be met.

But in some of its activities the Bureau of Markets has not been so fortunate and has frequently given the impression that its desire was, so far as possible, to eliminate the middleman in all dealings between producer and consumer of farm products. This has led to a wholesome fear that if the Bureau ever got control of the wheat crop it would relinquish its power very reluctantly, if at all, and an effort might be made to enlarge that power to include all cereal, and even the perishable crops.

In spite of abuses in the grain trade, there has always been the keenest competition among its members with the result that the handling charges for grain have been less than for any other commodity. The very nature of the business would have automatically eliminated any agency which was not essential to the marketing of the crop. Co-operative societies, which the Bureau has been charged with fostering, are merely a change of agency and do not effect the spread between producer and consumer in the least. Dividends from co-operative societies are only such as might come from any judicious investment the farmer might make in manufacturing or other lines.

In the elimination of legitimate and honest grain dealers at country points, besides the injustice to the dealers, there is the further danger of decreasing the business activities and the population of the country towns, which would immediately affect surrounding farm values. It is still to be demonstrated that a monopoly by farmers has any virtue over any other monopoly, which farmers are the first to condemn.

### TAKING TROUBLE TO PARIS

**S**ASKATCHEWAN legislators, in recommending to the Dominion Parliament that they fix a price for 1919 wheat to conform to that of the United States, make the further suggestion that each year the Governments of all wheat-producing countries get together and establish international wheat prices and govern the standards by which such prices shall be fixed. It is proposed that this suggestion be laid before the League of Nations. Now in all probability the tribunal of the League will have plenty to do for some time to come without trying to upset any economic laws, such as that of supply and demand.

But just imagine the result if the League should be mad enough to try to fix wheat prices for the world. If the price were fixed before the crop was planted and the price were made high, then every available acre in the world would go into wheat and the world would be swamped, just as America is swamped this year, and every country would try to undersell by rebates, free freight or some similar dodge. If the price were fixed too low farmers would plant other crops, a shortage would result, the demand would exceed the supply and you couldn't keep prices (direct or indirect), down with a club. And

suppose the League waited till after the acreage was all sown before announcing the price. Can you imagine the howl from the united farmers of the world. If they have nerve enough to kick about wheat at \$2.26 Chicago, what would they say to a reasonable price? Gentlemen, the World League is dissolved.

Most of Canada's wheat crop is planted in the spring, and there is no reason in the world why farmers should have a guarantee, as they can just as well put in other crops. The same might also apply to our spring wheat if Congress had the courage of its conviction. The war is over now. We will keep faith in promises already made, but any further tampering with prices is class legislation and has no proper place under a democracy.

### THE GRAIN TRADE DISAGREES

**A**T NO time since the President's proclamation of August 10, 1917, have grain dealers been at such disagreement on any question as they have on the disposal of the 1919 wheat crop. The hearings on the bill introduced by Chairman Lever of the House Committee on Agriculture brought to Washington representatives from every branch and market of the trade and their testimony disclosed such a wide divergence in viewpoint that its influence on the course of legislation is doubtful.

The bill sponsored by Mr. Lever, provides, that the President may enter into voluntary agreements in making good the wheat guarantee and to create and utilize any agency to this end. He may buy and sell wheat and wheat products, borrow money and build, purchase, lease or requisition storage facilities; regulate or prohibit exchange trading; license dealers, millers, etc.; and declare import or export embargoes. A revolving fund of \$1,000,000,000 is provided to carry out the terms of the Act. In fact the President is given full authority to control the wheat crop in every way he sees fit.

Mr. Barnes made a strong plea for a measure broad enough to meet any contingency which might arise, and defended the various provisions of the bill with ample argument, which may be found on another page. He contended that the guaranteed price was not too high on the supply and demand basis, and that even if it were high, if the President, through his chosen agency, had control of the sale of wheat and other foodstuffs, he could force the wheat price by withholding other essential supplies unless they take their fair quota of our wheat. This will mean, of course, that consumers in this country will also have to pay the price with a corresponding high level for all other foodstuffs. If this program is carried out as stated then the Government will lose no money on the guarantee and the \$1,000,000,000 becomes merely a fund for contingencies.

Chicago and the export markets were in favor of returning at once to a normal basis, the Government paying the difference between the market price and the guarantee. Other markets were in favor of continuing the Grain Corporation and letting it handle all the wheat. On only one point were all in absolute accord, and that was that the guarantee must be fulfilled.

Several months intervene before the question becomes of immediate concern, but in the meantime, millers, flour dealers, bakers, dealers in other grains and livestock and in fact everyone who is interested in the future of foodstuffs of any kind know not which way to turn. However the matter is settled let us have quick action.

### BUGS

**I**NSECT thieves rob grain dealers of millions of dollars worth of grain each year. A description of some of the more important weevils and bugs, with measures for preventing their depredations and exterminating them may be found on another page of this issue. The subject is important at this time and will become more so as warm weather and the breeding season approaches.

But there is another set of bugs which cause even more damage to grain. The damages of these marauders do not come directly out of the pockets of dealers, but as they deplete the crops which dealers handle, their interest in these insects is scarcely less than in those which infest stored grain. Chief of these field pests are Hessian fly, chinch bug, corn borer, root worm, alfalfa weevil, wire worm, and the fungus growths, smut and rust, which are of vegetable rather than animal origin. Indications of severe outbreaks of some of these pests have already been noted in some sections and grain dealers can put in some time to good advantage in organizing systematic campaigns against them.

The measures for fighting the different pests have been studied closely by the Department of Agriculture, and definite instructions have been printed at various times, such as burning stubble, roadside weeds, fence rubbish, etc., for chinch bugs which winter in such places; eliminating the barberry bush for rust; crop rotation and other measures for other insects. This is important work and might well engage every dealer's attention.

### INSPECTION UNDER U. S. SUPERVISION

**A** COMMUNICATION from the president of the Baltimore Chamber of Commerce to the chief of the Bureau of Markets, appearing on another page, calls attention to the fact that more than a hundred cars of wheat from St. Louis graded the same at the latter market as they did at the seaboard, which would seem to prove the efficacy of inspection under Federal supervision. In spite of protests to the contrary from some quarters, there is no question but inspection is getting to be more uniform in all markets, although there are still many evidences of discrepancies in the judgment of inspectors.

Frequent changes of supervisors and the system of inspection of grading methods which have been instituted will gradually improve the service until all sections are satisfied. With the exception, of course, of North Dakota. The Bureau of Markets should take pains to inform Dr. Ladd and other leaders in that state that grain which passes into interstate commerce must be graded according to Federal standards. Evidently this fact has been kept a dark secret



from North Dakotans who continually complain that wheat which, under N. D. grading rules, is No. 1, grades only No. 3 or No. 4 when it gets to Minneapolis. There is no reason to doubt that Federal supervision is as efficient in Minneapolis as it is in Baltimore so we can only presume that the trouble arises from the fact that North Dakota has been kept in ignorance of the facts. Or is North Dakota no longer a part of the United States?

## EDITORIAL MENTION

Have you wrestled with your income tax schedule yet? Neither have we.

Some men whose incomes are between \$500,000 and \$1,000,000 will have to pay a tax of 64 per cent. We should worry.

From the standpoint of quality this will be a good seed year, although some seeds are rather scarce, notably red clover and sugar beet.

Now that you have to pay a luxury tax on shirts costing over \$3 and pajamas that cost over \$5 perhaps the market for hickory and calico will brace up.

In figuring the corn supply, do not forget that a great deal of corn is coming to market daily—on four feet—and that most of it will appear in no other way.

Argentine and Australian wheat may prove to be less important competitors in foreign markets than our own surplus stores of barley and rye, both of which are larger than they have ever been before.

Has the grain trade lost its nerve? Is it afraid to trust to its own initiative after being so long under the protective wing of the Grain Corporation? Buck up, dealers, and take the trade back to yourselves.

A bill in the Minnesota legislature provides for an increase in the tax on wheat and flax in elevators from  $\frac{1}{4}$  to 1 mill, and that on other grain from  $\frac{1}{8}$  to  $\frac{1}{2}$  mill. Why pick on the elevators, they are not war profiteers?

South Dakota is agitating for two terminal elevators in the state, one near Sioux City for corn, which practically all moves southward, and one in the central or eastern part of the state for small grains destined for Minneapolis or Duluth.

David Lubin was responsible for the first League of Nations. It was confined to reports on crops and was called the International Institute of Agriculture. David Lubin is gone, but the Institute remains a successful monument to his memory.

Co-operative elevator interests of Montana have bought ground and started plans for a 2,000,000-bushel elevator at Astoria, Ore.; a bill in the Michigan legislature proposes a constitutional amendment permitting the

state to erect an elevator at Grand Rapids; Minnesota is to ask for a measure compelling the railroads to build elevators at seaboard terminals. Perhaps Mr. Barnes will not have to build storage facilities after all.

Ocean freight has been cut 60 per cent to meet British carrying charges. Tonnage for export is increasing steadily as our boys come home from France and the export business begins to assume a more cheerful look.

Broomhall's latest figures on wheat show that there is a possibility of there being no export market for our 1919 crop. Herbert Hoover thinks otherwise. As between the two we are inclined to back Mr. Hoover, without being unduly optimistic.

All grain export restrictions are removed except for wheat and wheat flour. It avails little as there is still scant tonnage and all foreign buyers want credit. There is satisfaction in knowing that you are permitted to export grain even if you can't put it across.

Twenty million bushels of wheat and a proportionate amount of other grains were saved last year by more careful threshing practices. The amount that could be saved if grain cars didn't leak has not been estimated, but it would probably feed some European nation.

St. Louis shippers who used the barge line to New Orleans in the 94 days it was in operation last fall saved \$18,440 in freight charges which they would have paid if they had used the rail haul. This ought to make the grain dealers along the river sit up and take notice.

Have you ever noticed that when a Government Bureau gets its hands on any activity, no matter how temporary its nature, it is next to impossible to let go. If the Government would step aside and keep its hands off, business men could steer the craft of commerce safely into the Harbor of Prosperity.

On page 595 of this issue Henry L. Goemann presents some suggested rules for the agreement with the railroads, covering co-opering and arbitration. It is desired that the grain trade read these carefully and then express their opinion as to whether or not they entirely cover the situation. We will be glad to carry the discussions of the subject in these columns.

Our large banks, especially those engaged in international finance, have issued many splendid booklets and charts of an educational nature for those contemplating engaging in foreign trade. But few of these have been of greater interest or value than the two wall maps of South America recently sent out by the Irving National Bank of New York. The maps contain such a wealth of information it is impossible to mention all, but the beautiful typography and coloring shows on the various outlines: Natural vegetation; minerals; principal products; rainfall, January and July; density of population; exports

and imports, and many other things of interest. All that the maps do not show is how we are going to retain our export trade with Argentina, with England and France buying up her cereal surplus and paying in manufactured goods.

The Supreme Court of Kansas has decided that grain dealers in that state must be licensed to comply with a law passed in 1915 obliging all dealers in farm products to have a license. Grain men are getting so accustomed to licenses that they would almost submit to wearing a brass tag like a dog. It may come to that yet, as a lot of people regard middlemen as in about the same class as dogs.

Peoria's fame as a corn market was threatened by the anti-liquor crusade, but now a new process of making sugar from corn has been developed and the Peoria distilleries are planning to convert their plants to this use at once. Grain dealers will not be troubled as to what becomes of the corn so long as the volume consumed remains at the former liberal amount.

The 17-year locust is due this year, together with the 13-year locust in other sections. These strange cicada take 17 and 13 years respectively to develop in the ground, and their periodic appearance is usually heralded by the superstitious as a sign of dire calamity. War, pestilence and famine have been attributed to their appearance, and the bite of the locust has been held to be poisonous. All of these superstitions are, of course, untrue, but the fact remains that a great brood of the pests is due in May or early June of 1919.

There is no better example for the old saying, "Familiarity breeds contempt," than lightning rods. These have been tested by the years and found not wanting, but because they are old fashioned, common, and their virtues well known, they are neglected. A salesman in the average elevator would have a better chance of selling a brand new, untried device than he would a lightning rod. During the past lightning season there have been 42 fires in elevators from this cause. And yet elevator owners will go on year after year without the sure protection that rodding affords.

The future of the waterways is important to the nation. That future may be bound up with a bill recently introduced into Congress by Senator William M. Calder and Congressman William E. Cleary of New York, providing that

No provision of this (Federal Control) Act shall be construed to prevent the routing of freight by a shipper or consignee over any inland, canal or coast-wise waterway, or a part way over such waterway and a part way by rail. In case the shipper or consignee shall so route the freight, no provision of this act shall be construed as giving power to change the routing.

Freight routed a part way by water and a part way by rail shall be charged only the waterway freight rate for the water haul and the proportional through rail rate for the rail haul.

This seems to be a good measure for waterway enthusiasts to get behind and push.



## THE HEARING ON THE WHEAT BILL

Previous to appearing before the Committee on Agriculture a meeting of representatives of all markets and country dealers and millers was held at Washington and passed resolutions providing: That the guarantee to farmers should be made good; that \$1,250,000,000 should be appropriated to handle the wheat crop; that the domestic price should be no higher than the export price; that in case of change in price all holders of wheat and wheat products should be protected; that normal conditions be resumed as soon as practicable; that regulations be confined to handlers of wheat and wheat products; that the method of application of the guarantee shall not be subject to congressional legislation; that they oppose Government building or operating elevators, mills, etc.

Julius H. Barnes, president of the Grain Corporation, was the first witness heard by the Committee on Agriculture, on February 5. Following is a summary of Mr. Barnes' ideas of wheat was required:

### 1. An appropriation of at least one billion dollars.

It is very essential that the resources behind the enforcement of the guarantee shall be beyond question, so that the normal trade of the country and the normal credit facilities of the country may be fully utilized in handling wheat and other grains, without distrust, and may function to relieve the Government of a large part of the actual burden of buying and selling.

### 2. Authority to borrow, if necessary, in the regular commercial manner, pledging the credit and property of the agency.

### 3. Authority to buy and sell wheat and other cereals and their products and other foodstuffs, at home or abroad, for cash or for credit.

This is purposely recommended wide enough so that a national policy of combined sales of wheat and other imperatively needed foodstuffs may facilitate the marketing of wheat; also, wide enough to permit the encouragement of wheat sales abroad by the credit inducement, which may offset price comparison altogether. New legislation should allow the purchase of 1918 balance as well, and there should be no limitation on those with whom either purchase or sales should be made.

### 4. Import and export embargo power.

This is necessary as basis for any national policy of combined foodstuffs sales, and should include authority over all foodstuffs.

### 5. Storage—authority to build storage facilities or contract construction with private enterprise, together with authority to requisition storage and prescribe terms of payment.

This should be wide enough to authorize payment for storage on cereals or cereal products in elevators or elsewhere, whether owned or not, and to reflect by premiums the equivalent of carrying charge, in order to provide the opportunity for inducing storage on farms, if it seems desirable.

### 6. Authority to license dealers, millers, and elevators.

In order to fairly reflect the terminal price back to producers at country stations, some control over trade practices is necessary; otherwise panicky producers may, by price inducement, try to crowd their grain on a market after storage facilities are congested, and thus break down the country price from any fair reflection of the terminal guarantee price.

### 7. Authority to control exchange trading.

This would be a necessary part of some of the alternate plans which may be necessary to use. It would conceivably embarrass price maintenance to coincidentally recognize exchange trading in those same commodities, and the speculatively influenced prices possible thereby.

### 8. Authority to transport at home or abroad and carry on business anywhere in the world, and to form or use any corporations or agencies necessary.

### 9. Preferential rail service on American railroads and steamships, and authority to control the transport flow of all cereals or products into any markets or seaports.

This seems necessary to prevent port congestion and the congestion of interior markets, which congestion would operate to stop the flow entirely, and also, this is necessary in order that the marketing of wheat should have preference, if necessary, to any other foodstuffs.

The dealers appearing at the hearing were in accord that the attitude of the Committee was very fair. They showed deep appreciation of the patriotic work done by the grain exchanges during the war, and displayed a willingness to listen and weigh all suggestions made by the grain trade. In their conclusions and decisions they gave the representatives broad-minded treatment, and were ever ready to be shown the way by those whom they considered best qualified to make suggestions.

The new bill, printed in full on this page, was introduced in the House of Representatives by Mr. Lever on February 8, and referred to the Committee on Agriculture.

The millers were headed by a committee of six with James F. Bell of Minneapolis at the head who said the millers should be protected by the retention of the governing agency already provided. Herbert J. Horan of Philadelphia pleaded for protection of the flour dealers and George S. Wood of New York for the bakers.

A. E. Reynolds opened the discussion for the grain dealers by saying that the guarantee to the farmers should be carried out, but that no unanimous decision had been reached as to how it was to be done.

E. P. Peck of Omaha favored placing the matter in the hands of the Grain Corporation.

Garnet Zorn of Louisville advised the Government to get out of the wheat business at the earliest possible moment after paying the loss on the crop which was in the nature of insurance.

T. B. Teasdale, representing St. Louis, held that the Government should confine itself to the handling of wheat and wheat products, and favored a

continuation of the Grain Corporation with its present personnel, and that the 1919 crop be handled as was that of last year.

H. M. Sager of Chicago advocated the removal of all restrictions on exportation; that the channels of business be opened; that a settlement be made with the farmer; and that wheat be put on the open market at the current world price.

Baltimore urged that the grain trade be freed from all Government control. The New York Produce Exchange presented a similar resolution, but most of the other markets were in favor of Government control through the Grain Corporation.

It is of interest to note that Mr. Barnes stated that he and his 19 assistants serving without pay, were anxious to return to their business and that even a salary would not tempt them to serve longer than the present law provided for. If the Grain Corporation passed out of existence the agency used would in all probability be the Bureau of Markets.

## The 1919 Wheat Bill—H. R. 15796

A Bill to enable the President to carry out the price guaranties made to producers of wheat of the crops of nineteen hundred and eighteen and nineteen hundred and nineteen and to protect the United States against undue enhancement of its liabilities thereunder.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That by reason of the emergency growing out of the war with Germany and in order to carry out the guaranties made to producers of wheat of the crops of nineteen hundred and eighteen and nineteen hundred and nineteen by the two proclamations of the President of the United States dated, respectively, the twenty-first day of February, nineteen hundred and eighteen, and the second day of September, nineteen hundred and eighteen, pursuant to section fourteen of "An Act to provide further for the national security and defense by encouraging the production, conserving the supply, and controlling the distribution of food products and fuel," approved August tenth, nineteen hundred and seventeen, and to protect the United States against undue enhancement of its liabilities under said guaranties, the instrumentalities, means, methods, power, authorities, duties, obligations, and prohibitions hereinafter set forth are created, established, conferred and prescribed.

Sec. 2. That, in carrying out the provisions of this Act, the President is authorized to make such regulations and issue such orders as may be necessary, to enter into any voluntary arrangements or agreements, to create and use any agency or agencies, to accept the services of any person without compensation, to co-operate with any agency or person, to utilize any department or agency of the Government, including the Food Administration Grain Corporation, and to co-ordinate their activities so as to avoid any preventable loss or duplication of effort or funds.

Sec. 3. That whenever the President shall find it essential, in order to carry out the guaranties aforesaid or to protect the United States against undue enhancement of its liabilities thereunder, he is authorized to buy, sell, consign, or contract for the purchase or sale of, wheat of said crops of nineteen hundred and eighteen and nineteen hundred and nineteen and flour produced therefrom, for cash or on credit at the said guaranteed prices or at such other prices and on such terms or conditions as may be necessary; to make reasonable compensation for handling, transportation, insurance and other charges with respect to wheat and wheat flour of said crops, and for storage thereof in elevators, on farms and elsewhere; to take such steps, to make such arrangements, and to adopt such methods as may be necessary to maintain and assure an adequate and continuous flow of wheat and wheat flour in the channels of trade, including the protection of millers, wholesalers, jobbers and bakers against actual loss by them on account of abnormal fluctuations in the price of wheat and wheat flour of said crops; to borrow such sums of money as may be secured by the property or other assets acquired under this Act; to purchase, lease, and utilize storage facilities for, and to store, such wheat and wheat flour; and to requisition storage facilities therefor. He shall ascertain and pay a just compensation for facilities so requisitioned. If the compensation so ascertained by the President be not satisfactory to the person entitled to receive the same, such person shall be paid seventy-five per centum of such amount and shall be entitled to sue the United States to recover such further sum as, added to said seventy-five per centum, will make up such amount as will be just compensation for such facilities; and jurisdiction is hereby conferred on the United States district courts to hear and determine all such controversies.

Sec. 4. That whenever the President shall find that operations, practices, or transactions, at, on, in, or under the rules of any exchange, board of trade, or similar institution or place of business cause or are likely to cause unjust market manipulation, or unfair and misleading market quotations, or undue depression or fluctuation of the prices of, or injurious speculation in, wheat or wheat flour, hereafter in this section called evil practices, calculated or likely to enhance unduly the liabilities of the United States under the said guaranties, he is authorized to prescribe such regulations governing, or may either wholly or partly prohibit, operations, practices and transactions at, on, in, or under the rules of any exchange, board of trade, or similar institution or place of business as he may find essential in order to prevent, correct, or remove such evil practices. Such regulations may require all persons coming within their provisions to keep such records and statements of account, and may require such persons to make such returns, verified under oath or otherwise, as will fully and correctly disclose all transactions at, in, on, or under the rules of any such exchange, board of trade, or similar institution or place of business, including the making, execution, settlement and fulfillment thereof.

He may also require all persons acting in the capacity of a clearing house, clearing association, or similar institution, for the purpose of clearing, settling, or adjusting transactions at, in, on, or under the rules of any such exchange, board of trade, or similar institution or place of business, to keep such records and to make such returns as will fully and correctly disclose all facts in their possession relating to such transactions, and he may appoint agents to conduct all investigations necessary to enforce the provisions of this section and all regulations made by him in pursuance thereof, and may fix and pay the compensation of such agents. Any person who willfully violates any regulation made pursuant to this section, or who knowingly engages in any operation, practice, or transaction prohibited pursuant to this section, or who willfully aids or abets in such violation, or any such prohibited operation, practice, or transaction, shall be deemed guilty of a misdemeanor, and upon conviction thereof, be punished by a fine not exceeding \$10,000, or by imprisonment for not more than four years, or both.

Sec. 5. That, from time to time, whenever the President shall find it essential to license any business of importation, exportation, manufacture, storage, or distribution of wheat or wheat flour in order to carry into effect any of the purposes of this Act, and shall publicly so announce, no person shall, after a date fixed in the announcement, engage in or carry on any such business specified in the announcement unless he shall secure and hold a license issued pursuant to this section. The regulations prescribed pursuant to this Act may include requirements with respect to the issuance of licenses, systems of accounts, and the auditing of accounts to be kept by licensees, submission of reports by them, with or without oath or affirmation, and the entry and inspection by the President's duly authorized agents of the places of business of licensees. It shall be unlawful for any licensee to engage in any unfairly discriminatory or deceptive practice or device, or to make any unjust or unreasonable rate, commission, or charge, or to exact an unreasonable profit or price, in handling or dealing in or with wheat or wheat flour. Whenever the President shall find that any practice, device, rate, commission, charge, profit, or price of any licensee is unfairly discriminatory, deceptive, unjust, or unreasonable, and shall order such licensee, within a reasonable time fixed in the order, to discontinue the same, unless such order, which shall recite the facts found, is revoked or suspended, such licensee shall, within the time prescribed in the order, discontinue such unfairly discriminatory, deceptive, unjust, or unreasonable practice, device, rate, commission, charge, profit, or price. The President may, in lieu of any such unfairly discriminatory, deceptive, unjust, or unreasonable practice, device, rate, commission, charge, profit, or price, find what is a fair, just, or reasonable practice, device, rate, commission, charge, profit, or price, and in any proceeding brought in any court such order of the President shall be prima facie evidence. Any person who, without a license issued pursuant to this section, or whose license shall have been suspended or revoked after opportunity to be heard has been afforded him, knowingly engages in or carries on any business for which a license is required under this section, or willfully fails, or refuses to discontinue any unfairly discriminatory, deceptive, unjust, or unreasonable practice, device, rate, commission, charge, profit, or price, in accordance with the requirement of an order issued under this section, or willfully violates any regulation prescribed under this Act, shall be deemed guilty of a misdemeanor, and upon conviction thereof be punished by a fine not exceeding \$5,000, or by imprisonment for not more than two years, or both: Provided, That this section shall not apply to any farmer or co-operative association of farmers or other person with respect to the products of any farm or other land owned, leased, or cultivated by him, nor to any common carrier.

Sec. 6. That whenever the President shall find it essential in carrying out the guaranties aforesaid, or to protect the United States against undue enhancement of its liabilities thereunder, and shall make proclamation thereof, it shall be unlawful to import into the United States from any country named in such proclamation, or to export from or ship from or take out of the United States to any country named in such proclamation, wheat or wheat flour, except at such time or times, and under such regulations or orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress: Provided, That no preference shall be given to the ports of one state over those of another. Any person who shall



import, export, ship, or take out of the United States, or attempt to import, export, ship, or take out of the United States, any wheat or wheat flour in violation of this section or of any regulation or order made hereunder, shall be deemed guilty of a misdemeanor, and, upon conviction thereof, be punished by a fine not exceeding \$1,000, or by imprisonment for not more than two years, or both.

Sec. 7. That any person who knowingly or carelessly makes any false statement or representation to any officer, agent, or employee of the United States engaged in the performance of any duty under this Act, calculated to secure any of the benefits of the aforesaid guaranties, or any person who willfully assaults, resists, impedes, or interferes with any officer, agent, or employee of the United States in the execution of any duty authorized to be performed by or pursuant to this Act, or any person who knowingly violates any regulation or order issued pursuant to this Act, except as otherwise made punishable in this Act, shall be deemed guilty of a misdemeanor, and, upon conviction thereof, shall be punished by a fine not exceeding \$5,000, or by imprisonment for not more than one year, or both.

Sec. 8. That for carrying out the aforesaid guaranties and otherwise for the purposes of this Act, there is hereby appropriated, out of any moneys in the Treasury not otherwise appropriated, to be available during the time this Act is in effect, the sum of \$1,000,000,000, of which not to exceed \$ may be used for such administrative expenses, including the payment of such rent, the expense, including postage, of such printing and publications, the purchase of such material and equipment, and the employment of such persons and means, in the District of Columbia and elsewhere, as the President may deem essential. Any moneys received by the United States from or in connection with the disposal by the United States of wheat or wheat flour under this Act may, in the discretion of the President, be used as a revolving fund for further carrying out the purposes of this Act. Any balance of such moneys not used as part of such revolving fund shall be covered into the Treasury as miscellaneous receipts.

Sec. 9. That an itemized statement, covering all receipts and disbursements under this Act, shall be filed with the Secretary of the Senate and the Clerk of the House of Representatives on or before the twenty-fifth day of each month after the taking effect of this Act, covering the business of the preceding month, and such statement shall be subject to public inspection. Not later than the expiration of sixty days after this Act shall cease to be in effect the President shall cause a detailed report to be made to the Congress of all proceedings had under this Act. Such report shall, in addition to other matters, contain an account of all persons appointed or employed, the salary or compensation paid or allowed each, the aggregate amount of the different kinds of property purchased or requisitioned, the use and disposition made of such property, and a statement of all receipts and expenditures, together with a statement showing the general character and estimated value of all property then on hand, and the aggregate amount and character of all claims against the United States growing out of this Act.

Sec. 10. That words used in this Act shall be construed to import the plural or singular, as the case demands; the word "person," wherever used in this Act, shall include individuals, partnerships, associations, and corporations. When construing and enforcing the provisions of this Act, the act, omission, or failure of any official, agent, or other person acting for or employed by any individual, partnership, association, or corporation, within the scope of his employment or office, shall in every case also be deemed the act, omission, or failure of such individual, partnership, association, or corporation, as well as that of the person.

Sec. 11. That the provisions of this Act shall cease to be in effect whenever the President shall find that the emergency growing out of the war with Germany has passed and that the further execution of the provisions of this Act is no longer necessary for its purposes, the date of which termination shall be ascertained and proclaimed by the President; but the date when this Act shall cease to be in effect shall not be later than December thirty-first, nineteen hundred and twenty. The termination of this Act shall not affect any act done, or any right or obligation accruing or accrued, or any suit or proceeding had or commenced in any civil case before the said termination pursuant to this Act; but all rights and liabilities under this Act arising before its termination shall continue and may be enforced in the same manner as if the Act had not terminated. Any offense committed and all penalties or liabilities incurred prior to such termination may be prosecuted or punished in the same manner and with the same effect as if this Act had not been terminated.

Sec. 12. That if any clause, sentence, paragraph, or part of this Act shall for any reason be adjudged by any court of competent jurisdiction to be invalid, such judgment shall not affect, impair, or invalidate the remainder thereof, but shall be confined in its operation to the clause, sentence, paragraph, or part thereof directly involved in the controversy in which such judgment shall have been rendered.

This Act shall not be construed as repealing or limiting any other Act of Congress, but shall be construed as an enlargement, addition to, and extension of all existing Acts of Congress.

## FURTHER REMOVALS FROM EXPORT CONSERVATION LIST

The commodities listed below were removed from the Export Conservation List as of February 1, 1919, under War Trade Board Ruling No. 572:

Bran.	Meal, as follows:
Beans.	Barley.
Flour, as follows:	Corn.
Barley.	Rye.
Corn.	Middlings.
Rye.	Peas, as follows:
Grains, as follows:	Dried.
Barley.	Split.
Brewers'.	Sugar.
Oats and products of.	Cottonseed oil, hydrogenated.
Rye.	

The War Trade Board not only has removed the above-mentioned commodities from the Conservation List, but it also announced that licenses will be granted freely for their exportation to all des-

tinations. Exports of these commodities to the Allies will no longer be made exclusively by the Food Administration Grain Corporation and the Wheat Export Company, and may be exported to Great Britain, France, and Italy under general licence RAC-63 and to Belgium under RAC-65.

Exporters will note that wheat and wheat flour are still retained on the Conservation List.

## RAILROAD ADMINISTRATION "REVISES" ORDER 57

The deluge of protests from the trade on the now famous "Order No. 57" has resulted in some concessions by the Railroad Administration. A committee headed by Chairman Henry L. Goemann, of the Transportation Committee of the Grain Dealers National Association, held a conference with the Railroad Administration at Washington on January 21, at which the objections to the order were discussed.

The Committee asked for five changes in the order. Of these, the first asked that that portion of the fifth paragraph in the preamble of the order, recognizing claims for loss only where negligence by the carriers is evidenced, be stricken out. This was granted. The other changes, however, were not granted. The Administration in certain cases have added certain words, which are indicated by capitals in the order as printed below. All words which the committee asked to have stricken out are printed in black face type.

Claims on grain shipped in bulk constitute a large proportion of loss and damage claims. Some of the widely varying practices of both shippers and carriers with respect thereto are of doubtful propriety, and in many cases result in undue preference and unjust discrimination.

This condition may be attributed largely to the great number of intricate factors entering into the grain business; the condition of scales and weighing practices, which, in many instances, result in weights of doubtful accuracy. Grain in bulk is sometimes loaded at large terminal elevators where so-called official weights are obtained; in other instances, at country elevators where weights are obtained on small scales in many drafts, and in other instances where scale weights are not used, but loading weights obtained on measurement basis; and at some points where no elevators are located grain is weighed over wagon scales, loaded into cars and the sum of the wagon scale weights used to represent the amount shipped.

Destination weights are arrived at in as many different ways as the loading weights, but, as a general rule, the bulk of the grain shipped is destined to terminal markets where official weights are secured, and the differences between these loading and destination weights constitutes the basis of claims, although losses resulting from the taking of samples for inspection purposes and the failure of consignee to unload all the grain and other wastage, over which the railroad has no control, are not taken into consideration or accounted for.

In view of the foregoing, there is no good reason why carriers should assume responsibility for claims, the basis of which is solely the difference between these loading and outturn weights.

Therefore, . . . the following rules shall apply until superseded by others that may be adopted as a result of investigation and study of the subject now being carried on by carriers and shippers in connection with the Interstate Commerce Commission.

At the present time there is lack of uniformity in the disposition of grain claims. One purpose of these rules is to clear up this present situation and dispose of promptly such claims as come within these regulations.

### Rule 1—Selection of Cars for Loading.

Suitable cars will be furnished for bulk grain loading. (See Definition.)

Definition: A suitable car for bulk grain loading is one that is grain tight and fit or can be made so by the shipper at time and place of loading by ordinary and proper care in use of cooperage material and by a reasonable amount of cleaning.

### Rule 2—Rejection by Shipper.

While carriers are expected to furnish suitable equipment, it is the duty of the shipper to reject a car which is unfit for the loading intended.

Shippers should not load bulk grain in a car with door post shattered or broken, or with other defects of such character as to render car obviously unfit, or with inside showing the presence of oil, creosote, fertilizer, manure, coal or other damaging substance of like or kindred character.

### Rule 3—Cooperage.

EXCEPT AS OTHERWISE PROVIDED BY TARIFF, grain doors, or grain door lumber of proper quality and dimensions, will be furnished by the car-

rier and installed by the shipper OR AT HIS EXPENSE to cooper side and end doors and other openings of cars used for bulk grain loading.

Note 1—Carrier's agent at loading station will ascertain the number of temporary sectional grain doors, or the number of feet (board measure) of grain door lumber used to cooper the car and the approximate weight thereof, and note same on waybill.

Note 2—Should the carrier's supply of grain door material run short, local agent will promptly notify his superintendent, who will immediately send the required material or authorize local agent to purchase a supply to take care of the emergency.

Note 3—Shippers or consignees must not appropriate carriers' grain doors or grain door material, neither shall they use the same without specific authority from the carrier.

EXCEPT AS OTHERWISE PROVIDED BY TARIFF, accessories, such as nails, paper, cheesecloth, burlap, or similar material for calking or lining cars, required to prevent loss of grain by leakage, shall be supplied by the carrier and applied by the shipper or at his expense.

Rule 4—Consignor, Consignee or Owner Required to Load and Unload Carload Freight.

Except as otherwise provided by tariff, owners are required to load into or on cars grain carried at carload ratings and consignee or owner is required to unload the car which includes the removal of entire contents, including sweeping the car. Loading includes adequate securing of the load in or on car, also proper distribution of the weight in the car by trimming or leveling.

### Rule 5—Shipping Weights.

Where shipper weighs the grain for shipment he shall furnish the carrier with a statement of the car initials and number, the total scale weight, the type and house number of the scale used, the number of drafts and weight of each draft weighed, and date and time of weighing, and state whether official Board of Trade, Grain Exchange, state or other properly supervised shipping weights; also state number and approximate weight of grain doors used. This information shall be furnished as soon as practicable, forwarding of car not to be delayed for this record.

### Rule 6—Destination Weights.

Consignee shall furnish the carrier with a statement of the car initials and number, the total scale weight, the type and house number of the scale used, the number of drafts and weight of each draft weighed, and date and time of weighing, and state whether official Board of Trade, Grain Exchange, state or other properly supervised unloading weight.

### Rule 7—Leakage or Damage Record.

If damage to or leakage of grain is detected while in carrier's possession, the necessary repairs must be made to prevent further loss or damage and a complete record made thereof. In case of a disputed claim, the records of both carrier and claimant on said car shall be made available to both parties.

If shipper, consignee, owner or his or their representative should discover leakage of grain from car, he must immediately report the facts to carrier and afford reasonable opportunity for verification.

The result of hammer testing will not be accepted as proof of loss.

### Rule 8—Claims on Clear and Defective Record Cars.

(a) Clear Record Cars: If, after thorough investigation by the carrier, no defect in equipment or seal record is discovered, such record shall be considered to show that the carrier has delivered all of the grain that was loaded into the car. If evidence is produced by the claimant indicating a defective record, such evidence shall be investigated and given due consideration.

(b) Defective Record Cars: Where investigation discloses defect in equipment, seal or seal record, or a transfer in transit by the carrier of a car of grain upon which there is a difference between the loading and unloading weights, and the shipper furnishes duly attested certificate showing correctness of weights, and the carrier can find no defect in scale or other facilities and no error at point of origin or destination, then the resulting claims will be adjusted subject to a deduction of one-eighth of one per cent of the established loading weight as representing invisible loss and wastage.

Note—Transfer in transit, as referred to in Section "b" of this rule, is a transfer for which the railroad is responsible, and not a transfer because of a trade rule, Government requirement, or because of orders of consignor, consignee, owner or their representative.

(c) Leaks over or through grain doors and other leaks due to improper coopering by shipper shall not be considered defects for which the carrier is responsible.

As will be noted above, the hammer test, which was the fourth objection, is retained, as is also the clause on leaks through grain doors, which was the fifth objection.

In this connection, Mr. Goemann has prepared two tentative rules on "Cooperage" and "Arbitration," which will be found on page 595 of this issue, and are presented by the trade for discussion. The





ROBT. L. EARLY  
Cincinnati

# NEWS OF THE TERMINAL MARKETS



BERT A. BOYD  
Indianapolis

## NEW CHAMBER OF COMMERCE OFFICERS

The new Board of Directors of the Baltimore Chamber of Commerce of Baltimore, Md., organized January 29 and elected the following officers: President, Wm. H. Hayward; vice-president, Edgar F. Richards; secretary and treasurer, James B. Hesong. Executive Committee: Eugene Blackford, A. R. Dennis, C. J. Landers, Frank S. Dudley, Edward T. Sheil, Jr.

## A. E. ANDERSON

No one knows Andy Anderson better than his Iowa constituents. And knowing him they tell him what *they* know. They go out of their way, in fact, to impart information. Thus it happens



A. E. ANDERSON AND HIS TRUSTY STEED

that the Iowa crop and market gossip put out by W. M. Bell & Co. of Milwaukee, Wis., for whom Andy travels in Iowa, is read and accepted as *veritas veritatis*, the truth of the truth and containing nothing in any way erroneous.

Early in February he wrote from Iowa:

At this time it is very hard to give an estimate on spring wheat as farmers in different sections of the Northern half of the state vary in their opinions. Very late reports show that farmers will sow more spring wheat than formerly on account of the recent drop in corn and oats prices. Farmers claim that it costs more to produce oats than obtainable at present market prices and that they should bring at least 60 cents at the elevator, and No. 4 corn, \$1.28. Much less is offered now, therefore farmers are holding and if the market does not have an upturn there will be a big carryover. This will tend to increase the wheat acreage as farmers know what to expect for the crop under good weather conditions. I would not be surprised to see 100 per cent increase in the acreage if the corn and oats price remains at present levels. On the other hand, if an upturn comes, it will show a decrease. I do not look for the middle sections of the state to show any increase. It will appear only in the Northern sections of the state. I would say that 50 per cent of the oat crop and 60 per cent of the corn crop has moved to date.

All of the wheat has been moved out. If any more is shipped it will be a straggling car from some outlying section where the elevator owner has been accumulating through the season. About 80 per cent of the barley has been moved.

## HOSTILE TO GRAIN FUTURES

Grain and milling interests are fighting a bill now before the Minnesota state legislature which will prohibit, if passed, all trading in grain futures. At a recent meeting of the Senate committee a number of prominent grain elevator owners testified that if enacted into law such a bill would work a great hardship on the producer and consumer of

grain, as legitimate speculation tended to stabilize the market and assumed the risk of advancing and declining prices, which somewhere and somehow had to be borne.

## ELECTION AT ST. JOSEPH

At the annual meeting of the St. Joseph Grain Exchange, St. Joseph, Mo., the following officers were chosen: A. J. Brunswig, re-elected president; C. P. Wolverton, vice-president. Directors: H. H. Savage, F. M. Spees, C. L. Scholl, J. M. Flynn, S. A. Penney.

## EXCHANGE WILL BUILD NEW HOME

The Milwaukee Chamber of Commerce of Milwaukee, Wis., is reconsidering the question of a new exchange and office building which it dropped two years ago on account of the war. Very many members of the Chamber favor proceeding with the project after the annual meeting, April 1.

## WILL BE INFLUENCED BY CORN

"Receipts of oats were small and country offerings light, this, and unfavorable turn in weather and reports that other markets were outbidding Chicago, both in Illinois and Iowa, also inspired more or less buying. There were claims of export business, but no particulars obtainable. Cash markets were strong and higher. The immediate trend will, in our opinion, be influenced largely by the action of corn."—Logan & Bryan, Chicago, Letter of February 14.

## GOOD FELLOWSHIP CLUB

The members of the Peoria Board of Trade of Peoria, Ill., have organized a Good Fellowship Club, with a charter membership of 125. The objects of the organization are to promote the unification of business interests and develop a spirit of good fellowship among members. The officers elected at the first meeting are: J. W. Bryan, president; Al Bowman, vice-president; Thomas Blair, treasurer; Louis Gruss, secretary.

## THE CORN SITUATION

"The chance of liberal Argentina corn arrivals at New York before May, June and July have faded. Argentina is also anxious to make up its grain prices to equalize the world's inflated levels. New York grain men say coal is the great necessity on all Australian and Argentina steamship routes. That the United States is the only country with a full coal supply and this may accelerate United States' April to July exports.

"After a long lull in export grain demand news, the grain world now faces the chance of spring activity. Europe will require much food to bridge its May, June and July needs. May corn touched 142 (record high) January 8—downswing terminated Feb. 7 at 110½. Chicago may hold not over 2,000,000 corn on March 1 whereas, normal stocks of 5 to 12,000,000 are often necessary.

"European crop and food news is more friendly to the U. S. values. World merchandise trade conditions remain confused. Hope of quick pacification over 35 per cent of Europe is remote. Industrially—the Lloyd George speech intimating that labor will be held to order is the important item of the month. It is a key to the discipline necessary all over the world to meet the perturbed social conditions.

"In relation to grain and provision prices, this great speech, when dissected, holds out little hope

of fancy upturns. It rather points to necessary liquidations, further on in the season and easier living costs. His remarks constitute a recognition of the labor struggle with annoying inflated food prices.

"A few Washington correspondents assume that a long period must elapse before general costs decline to near pre-war levels. Such opinions, are a weight on future building, etc., moves in the U. S. In short—most factors on tap are conflicting. Half demand lower grain prices. Business news is peculiarly a grain market essential today."—E. W. Wagner & Co., Market Letter of February 14.

## SAWERS GRAIN COMPANY AT INDIANAPOLIS

The home of the Sawers Grain Company is at Chicago, Ill. It is one of the old well-known firms in the Chicago market and its name brings to mind Arthur R. Sawers, deceased, the founder of the firm, who was for years associated with the former Calumet Grain & Elevator Company, a director of the Grain Dealers National Association and a man of most winning personality and courtesy which were the leading characteristics of his entire business and private life. Now the firm has branched out to include Indianapolis, Ind., and an office was opened in the Board of Trade Building on February 1.

The Sawers Grain Company is not unknown in Indiana. William Simons, president, and Warren T. McCray, vice-president, hail from Kentland, the latter having a state-wide reputation as farmer, grain dealer, and as being the possessor of those broad principles of commercial conduct and ideals of citizenship which tend to advance the interests of the state. Then there is George L. Stebbins, secretary, well and favorably known alike in Chicago



WM. GOLDBERG, CARL PARRISH, H. S. JOHNSTON,  
ARTHUR R. SWANSON

and Indianapolis; S. E. Squires, vice-president; W. F. McWhinney, treasurer, and a number of popular representatives.

Our illustration shows the personnel of the Indianapolis office. H. S. Johnston is manager. He was for eight years manager of the Cayuga Milling Company of Cayuga, Ind., and has had a wide experience in the grain business. Arthur R. Swanson



is at the head of the cash grain department. He served as lieutenant in Camp Meigs, Washington, D. C., for one month and Camp Grant for six months. He had charge of the Indianapolis office of E. Lowitz & Co., of Chicago, for a year and prior to that was in the Chicago Board of Trade for 12 years. Carl Parrish is bookkeeper for the firm and William Goldberg has charge of the wires.

## EXPECT LARGER EXPORT BUSINESS

"There were intimations that export business would soon resume and the cash demand was reported as good sized. Primary receipts for four days increased 21,000 bushels as compared with those of last week, while shipments decreased 1,156,000 bushels. Country offerings were reported as moderate. Receipts are light and with an improvement in the Eastern inquiry prices would probably show further strength."—Ware & Leland, Chicago, Ill., Market Letter of February 14.

## COMMERCIAL EXCHANGE ELECTS NEW OFFICERS

C. Herbert Bell, president of the Quaker City Flour Mills, was chosen president of the Philadelphia Commercial Exchange at the annual election, succeeding L. G. Graff, who declined to be a candidate for re-election. Horace Kolb was elected vice-president, and E. H. Price, treasurer. Directors for two years are: Louis G. Graff, F. Marion Hall, H. J. Horan, W. M. Richardson, W. B. Stites, W. S. Woodward.

The Grain Committee is composed of James L. King, Geo. M. Warner, Arthur C. Harvey, L. G. West, M. F. Miller, Walter K. Woolman, Philip R. Markly.

## CHANGES IN MEMBERSHIP

Baltimore.—Thornburn A. Bixler is a new member of the Chamber of Commerce. The membership of John H. Joyeux, deceased, has been transferred. Reported by Secretary Jas. B. Hessong.

Chicago.—New members on the Board of Trade are: Edw. C. Fox, A. J. Pollack, H. A. Toof, A. J. Carpenter, N. J. Ennis, C. M. T. Stevenson and Samuel B. Bass. Memberships of Jos. H. Henderson, K. G. Keen, C. M. Finney, Chas. F. Glavin, Wm. J. Mullins, Estate of H. J. Frenzel and Estate of Fred J. Scott have been transferred. Reported by Secretary John R. Mauff.

Milwaukee.—Ludington Palmer was elected to membership in the Chamber of Commerce. L. W. Gifford's membership has been transferred. Reported by Secretary H. A. Plumb.

## GREAT SHIPPING ACTIVITY AT PORTLAND, MAINE

Through the courtesy of George F. Feeney, the energetic traffic manager of the Chamber of Commerce of Portland, Maine, we are in receipt of some statistics and other information which shows that the bustling Maine port is living up to its title as "America's Sunrise Gateway." Following the clearance of the S. S. *Trafalgar*, which opened the season on September 30, there has been no cessation of maritime activity and as far as some of the most important commodities are concerned, notably wheat and hog products, it is believed that all previous records for exports will be surpassed.

In addition to a great number of tramp steamers, several of the big transatlantic lines have resumed their regular sailings since the signing of the armistice, a total of over 60 vessels having sailed up to this writing. These ships carried about 10,000,000 bushels of wheat, over 800,000 sacks of flour, about 140,000 packages of lard, 110,000 boxes or cases of cured meats, 100,000 quarters of beef, 50,000 cases of eggs, 120,000 barrels or boxes of apples, over 600,000 bushels of oats, and large quantities of lumber, metals, prepared oats, cheese, canned fruits, condensed milk, canned salmon, clover seed, flax seed, and hardware.

During the war Portland was the shipping port for large numbers of horses for use by the American and Allied armies in France. As in the case with all the ports "Down East," Portland is the

home of a great fishing fleet, and during the season vast numbers of lobsters arrive there, but not of the two-legged variety. Since the season started the harbor has been almost constantly crowded with steamers awaiting their chance to load. They have frequently found it impossible to find berths at the great docks of the Grand Trunk terminal, which have generally been filled to overflowing with all kinds of merchandise destined for export. The Portland Chamber of Commerce is a live, hustling organization. The officers are: Horace B. Crosby, chairman; Guy F. Dunton, vice-chairman; DeForest H. Perkins, executive secretary.

## A. W. HARWOOD

Any chance visitor to the Exchange floor of the Peoria Board of Trade on the morning of January 16, immediately following the annual election of officers, could have enjoyed free smokes and free apples. Now, apples are apples and smokes are smokes, but these especial varieties were not dead sea fruit to the Board members on this particular occasion.

It was such apples that Mother Eve plucked, that fair Helen accepted while winking the other eye at



A. W. HARWOOD  
Elected President of Peoria Board of Trade.

Trojan Paris, and that served as a target for the famous Swiss archer in the fourteenth century.

It was the same kind of apples too, that Napoleon the First was thinking of, when he told Marshall Ney that the Princess Marie Louise of Austria was a pippin. As for the smokes they were three-for-a-half variety, all Havana filler, Sumatra wrapper, with a real gold band for the circumambulator. The apples were distributed by J. R. Lofgren, re-elected secretary of the Board, and the smokes by vice-president elect, F. L. Wood, veteran member of C. H. Feltman & Co., and A. W. Harwood, the newly elected president.

Mr. Harwood was to the manor born, and has passed his thus far brief life wholly in the grain business. He was associated with Carhart, Code, Harwood Company of Chicago for three years being the son of A. N. Harwood of that concern. He opened a branch office in Peoria for them in 1914 and later became manager of the Peoria office of Lamson Bros. & Co. of Chicago. In 1916, associated with E. H. Young, he organized the firm of Harwood-Young Company. He was elected a director of the Peoria Board of Trade in 1918 and his efficiency in office resulted in his selection for the first place on the ticket this year.

Mr. Harwood is in his twenty-ninth year and, referring to the vernacular of our opening sentences, has raised in his brief career, no little

smoke. Patrons of the house unite in testifying also that the Harwood-Young service is like "apples of gold in pictures of silver."

## OFFICERS OF NEW ORLEANS BOARD OF TRADE

The New Orleans Board of Trade, New Orleans, La., held its annual meeting in January, electing the following officers and directors: Warren Kearney, president; T. F. Cunningham, first vice-president; Wm. P. Ross, second vice-president; C. W. Mackie, third vice-president.

Directors for 1919-1920: C. H. Ellis, W. B. Sirera, Jas. Bloom, Jos. McCloskey, J. S. Cave, Charles Dittmann, Jos. Kohn, Pearl Wright, R. F. Clesc, Milton Kahn, W. M. Pitkin, W. L. Richeson, Fred W. Kunz.

## OUR BOY SOL. TALKS SENSE

Uncle Samuel has outgrown his short pants. He must take a world view. The war has made us a world power. We have become a creditor nation. We must loan our surplus money abroad. Our surplus of manufactured goods, raw materials and foodstuffs must be so sold to foreigners if we expect to be prosperous. We should stop kidding ourselves. We must compete with Europe and Japan. That means our prices and wages must get nearer a world basis. War prices cannot last long in peace times. When the armistice was signed the purchasing power of the dollar was only 60 cents. It has regained a little of its self-respect, but not much. War is over. We must get down to a peace basis.—C. A. King & Co., Toledo, Ohio. From Market Letter of February 11.

## TERMINAL NOTES

A Chicago Board of Trade membership sold last week at \$7,375.

W. F. Green is now secretary of the Richmond Grain Exchange, Richmond, Va., succeeding T. Y. Booker, deceased.

Chester Martin of the Burdick-Thomas Company of Detroit, Mich., was a recent visitor in Canadian and Eastern exchanges.

Charles W. Baum of the J. Rosenbaum Grain Company of Chicago, Ill., was a recent visitor on a number of Eastern exchanges.

John W. Luscombe of Southworth & Co., Toledo, Ohio, was a business visitor on a number of Eastern exchanges early this month.

The Wilcox-Hayes Company has been organized at Portland, Ore., to carry on a general import and export business in grain and flour.

Wm. N. Eckhardt, head of Pope & Eckhardt Company, of Chicago, left early in February with his wife for a month's visit in Miami, Fla.

Bert Forrester, formerly with Bartlett, Frazier Company of Chicago, Ill., has become the St. Louis representative of King, Farnham & Co.

W. M. Sloan, recent manager of the Enid, Okla., office of Goffe & Carkener Company of Kansas City, Mo., has been transferred to the home office.

Lamson Bros. & Co. of Chicago, Ill., have opened a branch office in Room 207, Merchants Exchange, St. Louis, Mo., with Oswald Graves as manager.

The Public Elevator & Milling Company has been organized at Indianapolis, Ind., with a capital stock of \$300,000 by Hardin R. McQueen, George E. St. Clair and William Ipes.

Charles M. Kennedy of the firm of Charles Kennedy & Co., Buffalo, N. Y., is again in the grain business after service in the tank corps abroad in which he received the rank of lieutenant.

Charles F. Lockerby of the Benson-Stabeck Company, Minneapolis, Minn., was recently appointed a member of the Committee on the Closing Prices of Coarse Grain of the Minneapolis Chamber of Commerce.

E. B. Conover has taken over the business of E. B. Conover, Inc., of Springfield, Ill., and its affairs will hereafter be handled by him as an individual. The E. B. Conover Grain Company continues in busi-



ness as heretofore with its main office at Springfield and branch offices in the cities of Peoria, Jacksonville, Bloomington, Clinton and Decatur.

The marriage is announced of Claude L. McWhorter, secretary of the Magee, Lynch Grain Company of Cario, Ill., to Miss Hester Newman of Louisville.

John J. Stream has retired as head of the Coarse Grain Department of the Food Administration and resumed his grain business at Chicago with J. C. Shaffer & Co.

The Grier Grain Commission Company has been organized at Peoria, Ill., to do a general grain business. Clark Grier, formerly of the Consumers' Grain Company, is the head of the new firm.

Riordon, Martin & Co., have succeeded Riordon Winsor & Co., grain merchants in the Chicago market. The new firm is made up of James K. Riordon, Charles B. Riordon, Elmer Martin and J. R. Collins.

The preliminary steps have been taken to form a grain exchange at Des Moines, Iowa. Mr. McFarlin, well known Des Moines grain merchant is chairman of a committee which has the matter in charge.

Wm. A. Komnick, who is still in the United States service and stationed at Fort Sill, Okla., as Regimental Sergeant-Major, is no longer connected with L. E. McAtee & Co., of Rantoul, Ill., his interest having been taken over by F. L. McAtee.

The following have been elected directors of the Kansas City Grain Clearing Company: E. O. Bragg, president; W. C. Goffe, first vice-president; C. W. Lonsdale, second vice-president; G. A. Moore, secretary; B. C. Moore, treasurer; G. G. Lee, manager.

Richard S. Lyon, of the old commission firm of Merrill & Lyon of Chicago, has posted his membership in the Chicago Board of Trade for transfer. Mr. Lyon joined the Board over 40 years ago but has been in poor health for some time and unable to attend to business.

C. M. Eikenberry, of the Eikenberry Bros. Grain Company of Hamilton, Ohio, was chosen president of the Hamilton Chamber of Commerce at the recent annual election. Frank K. Vaughn was elected first vice-president and John J. Griesmer, second vice-president.

Jesse W. Young and Raymond P. Lipe, prominent grain men on the Toledo Produce Exchange, Toledo, Ohio, sailed from New York February 4 on a two months' trip to England and the continent. They were given an ovation "on 'Change" on the Friday preceding their departure.

Hausam, Bateman & Co. was recently incorporated at Hutchinson, Kan., for \$25,000, by F. M. Hausam, Louis and J. Hausam, O. L. and A. J. Bateman. They have taken out a membership in the Hutchinson Board of Trade and will do a carlot business in grain and hay.

J. F. Zahm & Co. of Toledo, Ohio, have issued an attractively printed circular commemorating their 40 years of existence, the firm having been established in 1879. Friends of the house join in hoping its present management may direct its affairs for another 40 years.

J. E. Messmore, Marshall Hall, Harry A. Langenberg, Roger P. Annan, T. B. Teasdale, F. W. Seele and Charles Rippin represented the St. Louis Merchants Exchange at the fourteenth annual convention of the National Rivers and Harbors Congress held in Washington, D. C., February 5 and 7.

O. W. Cook, Columbus, Ohio, and James Stayman, St. Paris, Ohio, have purchased the elevator and grain business of C. Bayman Grain Company, Larue, Ohio. The style of the new firm will be Cook & Stayman. Possession will be given on or before March 1. Mr. Stayman will be the manager.

The many friends of W. L. Richeson, who for so many years served the New Orleans Board of Trade as chief grain inspector and weighmaster—but for the past year local manager of the Wheat Export Company, will be pleased to learn of his election as a director of the New Orleans Board of

Trade to serve during the years 1919 and 1920. This recognition of Mr. Richeson's ability by the New Orleans Board of Trade will undoubtedly be a source of satisfaction to his friends in the grain trade.

A recent item in this department to the effect that the Terwilliger Grain Company, Ltd., of Calgary, Alberta, Canada, had sold out to the Spencer Grain Company was incorrect. The Terwilliger Grain Company, which is a member of the Winnipeg and Calgary Grain Exchanges, has not sold out and is continuing business as usual.

B. F. Schwartz & Co., which has not been active in business since Ben F. Schwartz enlisted in the Navy, has again resumed operation on the New

York Exchange, Mr. Schwartz having been lately mustered out of service. Mr. Schwartz is as well-known in Chicago as in New York and operates a direct wire to Chicago with Simons, Day & Co.

John Baillie will head the Montreal Board of Trade, Montreal, Que., the coming year. George Sumner is first vice-president; James Cleghorn, second vice-president and W. A. Coates, treasurer.

The Butler-Welch Grain Company has been organized at Omaha, Neb., to carry on a general grain business. J. L. Welch has been identified with the Western grain business for years and H. A. Butler was formerly associated with the Dawson Grain Company. Offices are in rooms 230-232 Keline Building.

## TRADE NOTES

It is announced that a new grain cleaner has been invented by William Mabin of Red Wing, Minn., and is being manufactured and placed on the market by the Gale Manufacturing Company of Minneapolis, Minn.

The Terminal Grain Corporation of Sioux City, Iowa, has awarded the contract to the Burrell Engineering & Construction Company of Chicago, Ill., for plans for a concrete elevator having a capacity of 2,500,000 bushels.

Spring repairs about the grain elevators should include a safety man-lift. There are a number of good machines on the market and their installation in the elevator saves time, energy and promotes greater efficiency in all parts of the plant.

How to secure greater crops is told by the Armour Fertilizer Works of Chicago in some late literature. The grain trade generally should secure copies of these pamphlets as the subject of more grain to handle is one in which they are vitally interested.

An order for the removal of all restrictions upon exportation and importation of jute and jute products was made by the War Trade Board effective February 1. It establishes such jute products as bags, twine and burlap on practically a pre-war commercial basis.

The Munson Mill Machinery Company, Inc., of Utica, N. Y., has just published catalog No. 51 which supersedes all former issues. Like its predecessors it is explanatory of the essential points of the well known Munson mills as well as the Little Giant Turbine Water Wheel, Munson Single Disc Corn Cracker, Munson Bolters for cracked corn and meal and other specialties.

The preliminary report of the B. F. Goodrich Company for 1918 shows net sales of \$123,400,000 and net profits of \$15,500,000 before making provision for Federal income or excess profit taxes, but after allowing for maintenance charges, depreciation and bad and doubtful debts, the gross sales compare with \$87,000,000 in 1917, a gain of 40 per cent. The company's leaders for the grain and milling trade, which enjoy a vast popularity, are: "Commander" transmission belts, "Longlife" conveyor belts, and "Marathon" high speed belts.

The Calumet Steel Company of Chicago, Ill., has just issued a catalog descriptive of Ankorite Steel Fence Post. This is said to be the last word in fence posts and farmers are easily convinced of their advantages, their merit and economy. The country grain dealer finds these posts are an excellent and profitable side line to handle in connection with his grain business. The catalog sets forth very clearly the elimination of the laborious task of digging holes, the saving in hauling and handling and the durability of the posts as they will not frost heave, rot, burn, buckle or break. Besides all that the fence so built stays in perfect

alignment, protects stock from lightning, enables the owner to burn his fence lines and beautifies the surroundings. Any dealer may secure a copy of the catalog by a request for same.

The new Rock Island grain drier at the Terminal Elevators, Kansas City, Mo., was placed in operation late in January. The drier is of the largest Hess type of 2,000 bushels per hour capacity. The plans and construction as well as the necessary changes in the elevators to accommodate the drier were the work of L. A. Stinson, construction engineer of 29 South La Salle Street, Chicago.

A great deal of money is made by the terminal elevator operator by improving the grain in the elevator through cleaning it. The country grain dealer can make this profit and assure standard grades by installing a grain cleaning machine like type No. 142 Standard Grain Cleaner, manufactured by the International Manufacturing Company of Crestline, Ohio. The company will mail free, illustrated booklets telling all about this machine.

James Stewart & Co., of Chicago, have just completed a conveyor system at the Teasdale elevator at St. Louis, Mo., for shipping grain by barge. The conveyor gallery is about 350 feet in length and can load barges at the rate of 18,000 bushels per hour. It will be remembered that the United States government has been building these steel barges for carrying freight and grain on the Mississippi and it is reported that more will be constructed. The grain is taken to New Orleans for export.

### DEATH OF J. HESS BAILEY

J. Hess Bailey, treasurer of the Robinson Manufacturing Company of Muncy, Pa., died at his home on Friday, December 27, 1918, aged 58 years. Mr. Bailey was one of the organizers of the Robinson Manufacturing Company and has always been a member of their Board of Directors. For the last three years he took an active part in the business in the capacity of treasurer, which office he performed until four days prior to his death. At that time Mr. Bailey was to all appearances in his usual robust health.

The first intimation of sickness came on the previous Sunday evening, as the family prepared for church, Mr. Bailey complaining of an unusual stiffness in the neck, and wishing to remain at home. Upon the return of the family from the church they found him in a serious condition and immediately summoned the family physician. It was learned later that Mr. Bailey suffered from a paralytic stroke. He became more and more prostrate and finally death resulted.

The advent of his death brings great sorrow to all who knew him, both as friends and business acquaintances, of whom there were many. To his excellent family we desire to express our sincere sympathy for the loss of a most faithful and loving husband and father.



## NEWS LETTERS

## PHILADELPHIA

F. W. COLQUHOUN - CORRESPONDENT

**E**XPORTS of oats at Philadelphia during January showed an increase over the previous month with wheat shipments abroad showing a decline, according to the monthly report of the Committee on Information and Statistics of the Commercial Exchange, made public February 1. The oat exports in January amounted to 1,818,340 bushels as compared with 463,897 bushels in December, 1918, a gain of 1,354,443 bushels for January. In January there was 1,445,300 bushels of wheat shipped from this port to abroad, a decrease of 4,253,106 bushels for January when compared with the exports in December, when they amounted to 5,698,406 bushels. There was, however, 384,555 bushels of rye exported at Philadelphia in January while none was shipped from here the previous month.

The report shows that on February 1 there was 2,090,959 bushels of wheat, 54,588 bushels corn and 721,225 bushels of oats in public warehouses as compared with 1,783,143 bushels wheat, 35,408 corn and 1,049,211 oats on January 2.

The friends of L. F. Miller & Sons, of this city, will be sorry to learn that the firm has lost their complaint against the Pennsylvania Railroad and the Keystone Elevator & Warehouse Company due to the withdrawal of the plant of the latter company at North Philadelphia as a point of delivery for hay and straw. The complaint was dismissed February 8 by the Public Service Commission. Charges of discrimination were also made in connection with the case.

The commission held that the railroad was warranted in discontinuing warehouse facilities, and that the complainants failed to establish any undue discrimination as a result of the withdrawal.

It was pointed out that North Philadelphia cannot complain of discrimination any more than any other stations where no warehouse is located. Furthermore, the commission says, the Philadelphia and Reading Railway brings into the city about fifty per cent of the hay and straw and has no hay warehouse on its line.

J. A. Mander, C. J. Butterfield and George A. Seaverns, of the Armour Grain Company, were visitors at the Commercial Exchange, in the Bourse, during the month. Charles W. Baum, of the J. Rosenbaum Grain Company; J. W. Cohn, of the National Feed Company; George Lopez, of the Great Western Alfalfa Milling Company, Denver, Colo.; F. M. Stein and W. L. Huber, of Pottsville, Pa.; H. D. Raddatz, of Toledo, Ohio, and G. Walton Smith, Chambersburg, Pa., were also recent visitors at the Exchange.

William M. Richardson, of Richardson Bros., grain and flour brokers; Walter K. Woolman, of S. C. Woolman & Company, grain and feed brokers; Hubert J. Horan, flour broker, and A. B. Clemmer, secretary of the Commercial Exchange, on February 5 attended a hearing in Washington of grain men and millers before the House Agricultural Committee in reference to the Government's plan of future procedure in handling the wheat guarantee for the crop of 1919.

C. Herbert Bell, vice-president and treasurer of the Quaker City Milling Company and vice-president of Samuel Bell and Sons, flour merchants, this city, was elected president of the Commercial Exchange at the annual meeting January 28, in the Bourse. There was a large attendance the day of election and many members who pay but occasional visits were greeted by the regular attending members.

Horace Kolb, grain and flour broker, was named as vice-president, and E. H. Price, of the Klauder Coal and Feed Company, was re-elected treasurer. Six directors were elected to serve two years as follows: Louis G. Graff, grain broker; F. Marion Hall, of Swift and Company; William M. Richardson, of Richardson Brothers, grain, feed and flour brokers; W. B. Stites, of the firm of A. J. Stites and Company, grain broker; W. S. Woodward, of W. S. Woodward and Company, grain and feed dealers, and Hubert J. Horan, flour broker.

At a meeting of the directors January 30, A. B. Clemmer was appointed secretary of the exchange for the sixth consecutive term, L. J. Riley, assistant sec-

retary for the eleventh term, and John B. Matthaei, as traffic manager for the second term. Those named as the grain committee were: George M. Warner, Morris F. Miller, James L. King, Arthur C. Harvey, Levi G. West, Walter K. Woolman and Philip K. Markley.

The following were appointed as hay and straw committee: Norwood P. Holland, Clarence S. Woolman, John A. Kilpatrick, William H. Hobson and Joseph F. Huey; on the seed committee were W. I. Brocklehurst, Clarence A. Neal, John W. Koch, Charles G. Alexander, G. Wilbur Taylor and Jesse Sharpless.

John K. Scattergood of S. F. Scattergood & Co., brokers in grain and feeds, and members of the Commercial Exchange, has been elected a director of the Mutual Trust Company, Bourse.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

**J**ULIUS H. BARNES, for many years prominent in the grain trade and now president of the U. S. Food Administration Grain Corporation, returned to New York toward the end of January after a trip with Herbert Hoover on the Continent. Since listening to Mr. Barnes privately as well as in public addresses his friends have become much mixed, not to say bewildered. Judging from one viewpoint, his friends came to the conclusion that he expected comparative steadiness in wheat and flour prices. At least, they assumed that he did not expect anything like the depression anticipated by many agitators against the high cost of living. It was evident to those who talked with Mr. Barnes that he expected an exceedingly active demand for our wheat, flour and other foodstuffs, and therefore believed that holders need not become frightened. On the other hand, there were others who felt somewhat uneasy as they inferred from his talk that some organization for food control would be necessary during the new crop year as the marketing of the crop would have to be controlled officially in order that the Government might properly supervise the adjustment of the difference between the price guaranteed to the farmer and the intrinsic or commercial value. It is generally agreed among grain men here that some such outcome is virtually inevitable. Consequently there were many who manifested disappointment as they were in hopes that the market would be left to the natural laws of supply and demand after the beginning of the new crop year.

Wm. M. Stilwell, who has been connected with the grain trade for many years, following the example of his father, the late Wm. M. Stilwell, who was head of the old firm of Stilwell, Winslow & Co., paid a brief visit recently to his old friends and associates on the Produce Exchange floor and was warmly congratulated upon his fine military bearing. At the beginning of the war he became interested in Y. M. C. A. work at Camp Humphrey, Va., but later secured a commission as lieutenant in the Quartermaster's Corps, having charge of forage and fuel.

Gerald Earle, for many years prominent in the grain export trade, and now president of the Wheat Export Company, Inc., recently returned to his post on 'Change after a brief absence occasioned by illness. His many old friends congratulated him heartily upon his unusually rapid recovery.

Charles McWatty and John Flahive, who have been well known in grain circles for many years, having been associated for about twenty years with the late Edward Beatty, the well-known and esteemed grain broker who recently passed away, have succeeded to the business under the firm name of McWatty & Flahive. The business was passed to them through Wm. Beatty, a brother of Edward, with hearty wishes for their success.

George H. K. White, the genial and efficient Chief Grain Inspector of the New York Produce Exchange, and the other members of the Inspection Department, display justifiable pride in their service flag, which shows that thirteen of their colleagues were enrolled in the United States forces in the great war. They consider it fortunate that of this number only one was wounded. Thomas Rikeman, Inspector of Weights, served in the ranks of the 23d Regiment

of Brooklyn on the Mexican border, but when the regiment went to Spartanburg, S. C., he was promoted to second lieutenant. It is a source of much gratification to his friends that his elevation to a first lieutenant occurred on the battle-field after he had been wounded in the arm and hand. After his platoon had captured a German machine-gun nest he was treacherously fired upon by one of the prisoners. He was shot in the knee and severely crippled, but hopes are expressed that permanent lameness may be avoided by an operation. Four of the members of the department have returned to their old positions.

The Committee of Admissions of the New York Produce Exchange have acted favorably upon applications for membership by Harold M. Stratton of Donahue-Stratton & Company, grain merchants of Milwaukee, Wis., and Charles Schaefer, Jr., son of the late Charles Schaefer of the old grain, hay and feed firm of Charles Schaefer & Son, Brooklyn, N. Y. An application for membership in the Exchange has been received from Johannes Kristensen of the Farmers Overseas Company, grain merchants.

Charles F. Palmeter, an old time member of the grain trade on the New York Produce Exchange, has informed his many old friends and associates that he is now located at 140 West Forty-second Street, where he is in charge of a branch office of Ware & Leland, commission merchants of New York and Chicago.

Charles Rockwell, for many years prominent in the local grain trade, visited his old friends on the Exchange floor recently and received a cordial welcome. Mr. Rockwell went west about three years ago and is now president of the Park & Pollard Company, feed manufacturers, of Chicago.

Great surprise and regret was manifested in the local grain trade because of the sudden and wholly unexpected passing away of Edward Beatty, aged 63 years. Mr. Beatty had been on the Produce Exchange attending to business as usual only a few days before his death. He had been active in the grain trade for over thirty years, being one of the leading c. i. f. brokers, especially in Canadian grain. Mr. Beatty was known as one of the most conscientious and tireless workers in the trade, having scarcely ever taken a holiday, notwithstanding the efforts of his friends to get him to take even a short vacation. Some felt that his life would have been prolonged if he had not been so indefatigable.

Members of the Produce Exchange, and particularly in the grain trade, were much pained, but not greatly surprised, to hear of the death of Harry L. Day, aged fifty years. Mr. Day had been ill for several months with stomach trouble, and hence his close friends were somewhat prepared. He had been identified with the grain trade since boyhood, having started when a mere youth with the old firm of Sawyer, Wallace & Co. After leaving them he was for many years an active broker in grain futures, latterly with the old firm of Maguire & Jenkins. His host of friends joined in sending a handsome floral token.

The death was announced on the New York Produce Exchange last month of Charles Schaefer, aged 66 years. Mr. Schaefer had been prominent in the grain, hay and feed trade for many years, being head of one of the oldest establishments in Brooklyn.

## BUFFALO

ELMER M. HILL - CORRESPONDENT

**B**UFFALO'S grain and elevator interests are aroused by an amendment to the rivers and harbors bill pending in Congress which may spell ruin to the grain and elevator interests at this port. The measure, introduced by Senator Lenroot of Wisconsin, provides for an investigation of shipments from the Great Lakes through the Welland canal to Lake Ontario, the St. Lawrence to the sea. It is feared that the investigation may lead to a diversion of lake traffic from Buffalo to Montreal and other Canadian cities.

There is a movement under way in Canada to enlarge the new Welland canal which is rapidly nearing completion. It is proposed to enlarge the locks and channels so as to accommodate the largest lake freighters so that grain carriers and other ships could take on cargoes at the head of the lakes and unload them at ports overseas. Elevator interests at Buffalo feel that if an investigation is made by some Congressional commission into the advisability of using the Welland canal, it will give stimulus to the Canadian movement and may result in the determination of the Canadians to further enlarge the waterway between Lakes Erie and Ontario.



Although no concerted effort has yet been made to bring about the defeat of the Lenroot amendment, Mayor George S. Buck of Buffalo and other influential interests, awake to the possibilities of such an investigation, have petitioned the New York state representatives in the Senate and House of Representatives, urging the defeat of the amendment. Representative S. Wallace Dempsey in a letter to the Mayor says he believes there is little opportunity to defeat the amendment but adds that Senator Calder of New York is planning to introduce another amendment to the measure which would call for the investigation of the possibilities of building a canal between Lake Erie and Ontario through New York state territory. Such an amendment would offset the dangers of the proposed investigation of the Welland canal route.

Any plan to connect Lakes Erie and Ontario would be a severe blow to the elevator interests at Buffalo which have millions invested in modern grain storage and elevating facilities. It is, however, the aim of certain western shipping interests to eliminate the unloading and reloading of grain at Buffalo, New York, Boston, Philadelphia and other Atlantic coast ports.

Federal Judge Hazel has reserved decision in the admiralty action brought by the Ottawa Transit Company against the lake steamer *Normania* and the Connecting Terminal Elevator in an effort to recover \$5,000 damages, alleging serious delay in unloading a cargo of 261,000 bushels of grain. The defense is that there was excessive congestion of grain afloat here at that time and that it was impossible to unload the *Normania* out of turn or within a shorter period than 12 days.

Grain is moving from Buffalo toward the Atlantic seaboard very slowly. Very few of the large steel carriers lying at anchor behind the breakwater with grain storage cargoes have been unloaded and the terminal elevators along the water front are jammed with grain. Grain interests say there is a congestion at New York and other eastern ports and this is given as the reason why the grain is backed up here. There is, however, a general feeling that a large part of the grain will be moved east before the opening of navigation but there will have to be a rush if the movement is to get under way before March 1.

Opening of the New York state barge canal April 1, or sooner if weather conditions permit, is urged in a bill introduced in the state legislature by Assemblyman Herbert A. Zimmerman of Buffalo. The state waterway between Buffalo and Albany always opens May 15 under the state law. It is proposed to open the new state waterway earlier than usual this year because of the congestion of grain at Buffalo and so as to relieve congestion on the rail lines of the state. There is little opposition to the measure and it is believed that it will be approved.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE decision of the Food Administration Grain Corporation to sell its surplus wheat at the principal winter markets caused an abrupt drop in prices on the open market at Kansas City, some grades of red wheat showing a loss of 20 cents. Premiums over the guaranteed prices ranged up to 38 cents before the announcement. The Government will sell wheat here at 12 cents over the guaranteed price, the same as at Chicago and other markets. At Kansas City this does not quite cover carrying charges as most of the grain has been in store since July. Stocks now amount to about 13,500,000 bushels, and the Grain Corporation has on hand requisitions for 7,158,000 bushels of hard wheat and 2,905,000 bushels of red wheat. In addition the St. Louis office will be allowed 1,125,000 bushels of red wheat and 125,000 bushels of hard for mills in the South-eastern States. The bulk of the orders in this zone came from Kansas, Oklahoma and Texas, with a few from the extreme eastern part of Missouri. A moderate amount of wheat is held by the Government in country elevators in Kansas, which will also be sold, chiefly to Kansas and Texas mills. Distribution began the first of February and will continue at as rapid a rate as the supply of cars will permit, D. F. Piazzek, agent at Kansas City, said. The entire stock at Kansas City will be moved out if mills desire it. The requisitions for wheat did not come in nearly as fast as expected, it was said at the Grain Corporation office. A month ago mills appeared exceedingly anxious over a possible shortage the latter part of the season. The change in attitude, according to several millers, was due to the disquieting rumors that the Government might make some change in wheat prices for the remainder of the 1918 crop, and though all were denied positively, millers were cautious about signing contracts for wheat at the Government prices.

No mill would care to have a surplus on hand for which flour was not sold if there were any prospects of a reduction in prices.

Speculative trade in coarse grain futures at Kansas City the past few weeks has been the largest in over 18 months, or since the Government began putting restrictions on grain exchanges.

E. D. Bigelow has been reappointed secretary of the Kansas City Board of Trade for his twenty-third year. He recently celebrated his eightieth birthday. H. F. Hall continues as treasurer, James R. Russell chief grain sampler, A. W. Estabrook flour inspector and Charles W. Werner provisions inspector.

Thomson & McKinnon of Chicago have installed a private wire in their Kansas City office. W. M. Giles is manager.

No official recommendations of the manner in which the 1919 wheat crop is to be handled have yet been made at the Kansas City Board of Trade, although it is known the directors do not approve of the Chicago plan, which provides for an open supply and demand market, with the Government settling differences with the growers at the original shipping points. Numerous grain men at Kansas City have indicated they favor a continuance of the present plan throughout 1919, unless the Grain Corporation can devise a plan for an open market with no provisions for price stabilizing.

Practically all the local grain firms have signed a petition asking Governor Gardner to reappoint T. J. Bradshaw as state grain warehouse commissioner and M. C. Fears as chief inspector at Kansas City. The petition states that both have rendered efficient service and that their departments have been made more useful than ever before.

Kansas City receipts of wheat in January amounted to 1,664,000 bushels, compared with 2,381,000 bushels in December and slightly less than a million bushels a year ago. The average movement for January is over 3,500,000 bushels. Corn arrivals were nearly 4,500,000 bushels, an increase of 1,319,000 bushels, compared with a year ago. Oats receipts were unusually large—1,555,000 bushels. Practically all the corn is coming from Iowa, with scattered shipments from Illinois, the Dakotas and Missouri points. Kansas and Oklahoma, which ordinarily send a substantial surplus to this market, are now the best buyers, as their corn crops were failures.

As a mark of respect to the memory of Theodore Roosevelt the Kansas City Board of Trade adjourned at 11:30 the day of his funeral.

E. O. Bragg, C. W. Lonsdale and W. C. Goffe have been elected directors of the Kansas City Grain Clearing Company, the latter to serve one year and the other two for two years. E. O. Bragg is president.

An amendment has been adopted at Kansas City establishing a maximum charge of 1½ cents a bushel for buying wheat and a minimum charge of 1 cent. The old rate was 1 per cent of the purchase price.

Due to several differences arising between elevator operators and commission dealers at Kansas City over elevator rates the two interests were rather sharply divided in the recent election of officers at the Board of Trade. The elevator men, being decidedly in the minority, lost. The important committees are also headed by commission men.

Members of the Kansas City Board of Trade recently voted to equalize storage and insurance charges for handling grain in Kansas City controlled elevators. The new rate is ¼ of a cent a bushel the first ten days or part thereof and 1-30 of a cent a bushel for each subsequent day. Formerly there were slight differences between Kansas and Missouri elevators.

Grain dealers from northern Kansas and southern Nebraska at a meeting in Atchison, Kan., January 28, protested against ruling of the United States Railroad Administrations governing service tracks, inspection of grain, cooping of cars and loss of grain in transit. E. J. Smiley, secretary of the Association, charged officials of the Railroad Administration and the Food Administration with failure to make good promises made to the grain trade that they would put conditions back on a peace basis at the end of the war. On the contrary, it was alleged, the Railroad Administration has continued to make dictatorial rulings taking away rights of grain shippers since the armistice was signed. Jokers in the service track contract, it is claimed, would compel shippers to pay the entire cost of construction and maintenance.

The Aylsworth Grain Company, operators of the Murray Elevator, has been reorganized as follows: F. S. Cowgill, Chicago, president; E. S. Westbrook, Omaha, vice-president; J. S. Ridge, Chicago, treasurer; A. R. Aylsworth, Kansas City, treasurer. George

Aylsworth, former president, retired from the company January 1 to become associated with the Aunt Jemima Mills Company of St. Joseph. His brother, the present treasurer, is in active charge of the business at Kansas City.

Recent efforts on the part of elevator operators and shippers at Kansas City to secure prompter adjustment of the numerous difficulties arising with the Railroad Administration have met with no success whatever, though in most cases the controversies are over purely routine matters of claims, demurrage and switching orders.

Total deliveries on January contracts at Kansas City were 233,000 bushels of corn and 95,000 bushels of oats.

A substantial trade in ground barley has been built up at Kansas this winter. In addition to the shortage of bran and shorts, the decreased demand from brewers for barley made this winter a favorable time for feed dealers to push this end of the trade. Receipts of barley in January, mostly from the Northwest, were 469,000 bushels, or more than ten times as much as a year ago. Prices, including sacking and grinding, were generally around \$2.20 to \$2.30 per cwt., which compared favorably with either corn, oats or mill by-products as a feeding proposition for cattle or hogs. C. B. Wilser of the Wilser Grain Company says that in another season feeders, especially hog growers, will have found out that barley has a big value. No special effort was made this winter to develop a demand for barley, but despite this there was a big business.

## CINCINNATI

K. C. CRAIN - CORRESPONDENT

THE annual election of the Cincinnati Grain and Hay Exchange, held following the election of directors by the membership of the organization on January 16, resulted in the choice of E. B. Terrill, of the Early & Daniel Company, for the presidency. Other officers elected by the directors were Lyman Perin, first vice-president; Henry M. Brouse, second vice-president; Elmer H. Heile, secretary of the Board; Charles S. Maguire, treasurer; D. J. Schuh, executive secretary and manager. S. S. Reeves was retained as traffic manager and Geo. F. Munson as chief inspector. The directors elected were John DeMolet, John H. Dorsel, Redmond S. Fitzgerald, Geo. Keller and Lyman Perin. An unusual incident of the directors' election was that George Keller and William Fedders received an equal number of votes, the casting of lots being in favor of Mr. Keller. The election was attended with considerable interest, and the count of votes, by Tellers Lyle C. Lord, Earl J. Kramer and Earl F. Skidmore, appointed by President E. A. Fitzgerald, was awaited with great interest.

Shortly after his election President Terrill appointed the following committees to care for the work of the organization during 1919: Executive Committee—E. B. Terrill, chairman; Lyman Perin, Henry M. Brouse, Elmer H. Heile, Charles S. Maguire; Finance Committee—Charles S. Maguire, chairman; John E. Collins, Jr., Murray Eisfelder; Revision of By-Laws—John H. Dorsel, chairman; F. F. Collins, H. E. Richter; Action Committee—W. R. McQuillan, chairman; A. Bender, D. B. Granger, Edw. A. Smith, Wm. Fedders; Grain Inspection Committee—C. S. Custer, chairman; A. C. Gale, John De Molet, Elmer H. Heile, George Keller; Hay Inspection Committee—H. E. Niemeyer, chairman; W. A. Van Horn, E. J. Kramer, B. H. Wess, Elmer H. Heile; Corn Discount Committee—C. S. Custer, chairman; F. J. Currus, John De Molet; Hay Discount Committee—Ralph Gray, chairman; F. R. Brown, Frank R. Maguire; Oats Discount Committee—W. R. McQuillan, chairman; George Keller, R. S. Fitzgerald; Rye and Barley Discount Committee—Max Blumenthal, chairman; Robert O. Strong, Charles T. Schneider; Wheat Discount Committee—E. A. Fitzgerald, chairman; John H. Dorsel, H. E. Richter; Yard Board of Governors, Hay Plugging Market—John E. Collins, Jr., chairman; Elmer H. Heile, George Keller.

A special committee, consisting of John E. Collins, Jr., E. A. Fitzgerald and W. P. McQuillan, was appointed to take up the matter of increasing the capacity of the hay plugging tracks, as the rapid increase in the popularity of the market as a result of the use of this system has taxed its capacity of late. The present capacity of 65 cars a day is to be increased to 100 cars a day, if possible. Henry M. Brouse was also reappointed chairman of the Rules Committee and will select his own associates. The same is true of Alfred Gowling, of the Weighing and Inspection Committee, and H. E. Niemeyer, of the Entertainment Committee.

Interesting statements were made by both retiring and incoming presidents, in connection with the dinner



and annual meeting of the Grain and Hay Exchange, following the election. E. A. Fitzgerald, retiring president, in reviewing the work of the year during which he was president, referred to the unfortunate necessity which had arisen for the secession of the grain men from the Chamber of Commerce, and stated that under proper conditions the grain men would as a matter of course be glad to return. He emphasized the fact, however, that the return must be under the terms stipulated by the Exchange itself, inasmuch as it was the question of the control of the trade by members of the trade over which the secession occurred. Incidentally, Mr. Fitzgerald added the weight of his indorsement to the generally discussed plan for the consolidation of the Business Men's Club and the Chamber of Commerce, stating that the city should have one single strong business body to represent it.

Another recommendation of the retiring president which was warmly indorsed and further emphasized by the new president, Mr. Terrill, was that the Cincinnati Grain and Hay Exchange should in any event plan to erect and occupy its own building. Mr. Terrill has pointed out that the number of concerns in the trade, the increasing importance of the Cincinnati market in all its branches, and the fact that the members of the exchange are now, of necessity, scattered all over the city in various office buildings, makes the feasibility and desirability of the construction of an exclusive office and exchange building for the use of the grain and hay trade very obvious. The membership fully indorses the idea, and it is entirely possible that definite steps toward bringing it into existence as an accomplished fact will be taken during the current year.

The fact that, while the grain and hay trade as a body found it necessary to withdraw from the Chamber of Commerce, the members individually still exercise considerable influence in that body, was strikingly demonstrated at the recent annual election of the Chamber. Some time before the election the nomination of A. M. Braun, a well-known member of the trade, and several others, as independent candidates for the board of directors, was announced in due form, with a declaration, contained in a letter sent to all members, indicating certain pledges made by these candidates. Among these was one to take the necessary steps to bring back to the Chamber "all those important interests which added largely to the interest in the daily sessions, especially the Hay and Grain Exchange." In the election, following a warm campaign, Mr. Braun and one of the other independent candidates were among the five elected to the directorate, out of thirteen candidates. It is not by any means unlikely that this will mean a serious approach to the grain men on the part of the Chamber regarding a return to the former affiliation, under satisfactory conditions.

In the latter part of January, as a result of heavy shipments of hay to the Cincinnati market, an embargo was laid by the United States Railroad Administration on carload shipments of hay to Cincinnati. The action indicated was taken after a conference with President Terrill, of the Grain and Hay Exchange, no other course being apparently calculated to relieve the situation. The embargo was not absolute, shipments being permitted on specific authority, granted through permits, which were issued to the extent of the 65 carloads which the plugging tracks will accommodate. At the end of a week, however, such astonishing progress in moving the large amount of hay in the city was made that the embargo was at once raised, indicating strikingly the ability of the trade to dispose of hay through this market. Incidentally, the amount of hay handled was 439 carloads more than during the preceding month.

However, the incident showed conclusively the necessity for greater physical capacity for the market, beyond the 65 carloads for which the tracks now afford space. The market itself, and the ability of the trade to dispose of hay, has grown far beyond the capacity of the tracks available for the purpose, and arrangements are now under way to secure more space. It is believed that there will be no difficulty in securing additional tracks and fitting them up as a part of the market. The promptness with which the large accumulation, partly over the holidays, was disposed of, shows beyond question that the buying power is present on the Cincinnati market, and affords an unanswerable argument to the case for increased facilities.

Notwithstanding the armistice and the cessation of hostilities, with the accompanying demobilization of troops both in this country and abroad, the work of compressing hay for overseas shipment was resumed by the Early & Daniel Company, on orders from the War Department, on January 30, to continue for sixty days or more. This work, which was under way in Cincinnati for a year or more before the signing of the armistice, was then stopped, but its resumption indicates a continued need for forage by American troops in France.

Returning recently from Washington, where he went as a representative of the Cincinnati trade before the House agricultural committee on the sub-

ject of carrying out the Government guarantee of wheat prices to the producer, Henry M. Brouse, of the Brouse-Skidmore Grain Company, said that the Government desires to carry out this agreement with the least possible loss. However, the farmer is to receive \$2.26 a bushel for his wheat, even if the Treasury has to bear the burden of making the guarantee good.

## DULUTH S. J. SCHULTE - CORRESPONDENT

ACCLAMATIONS were the order of the day at the annual elections of Duluth Board of Trade officers, directors and members of the various standing committees. The new president of the Board, Benjamin Stockman, manager of the Duluth-Superior Milling Company, is one of the best known men in the grain trade in the Northwest. He was vice-president during the last two years, and during a term covering several years he has served on various committees of the Board, and his opinions have



BENJAMIN STOCKMAN  
President Duluth Board of Trade.

always commanded consideration in the emergencies that have arisen from time to time, and particularly during the trying period after the outbreak of the war in August, 1914.

H. F. Salyards, vice-president of the Board, is also widely known and respected in grain trade circles. He is a member of the commission house firm of Ely-Salyards & Co., a firm whose business connections cover a wide area in the Northwest trade.

The new roster of directors and officers of the Board is as follows: Directors—J. F. McCarthy, G. H. Spencer, William Grettum and George G. Barnum, Jr.; Board of Arbitration—G. G. Barnum, E. S. Ferguson and Wilbert Joyce; Board of Appeals—Thomas Gibson, F. E. Lindahl and H. J. LaBree; Committee of Inspection—J. F. McCarthy, M. M. McCabe, A. M. Prime, C. F. Haley and H. A. Starkey.

Grain handlers on this market are bringing pressure upon Food Administration officials to ship out some of the rye and barley held by the Government organization, but the lack of shipping facilities and congestion at the seaboard has so far blocked any action being taken in that quarter. The Government's holdings of those grains in the elevators here now comprise 2,900,000 bushels of rye and 875,000 bushels of barley, so that some actual space would be released in the emergency in the event of any action being taken to load that grain out. Operators are especially anxious to have some elevator space at their disposal just now in view of the anxiety of growers over the Northwest to market at least a portion of their remaining holdings. As it is, individual permits from the regional railroad board are required for shipments, and that body has made it a hard and fast rule to issue them only on the definite assurance that the grain can be taken care of at once on its arrival at the terminals. It may be mentioned that few

permits have been issued during the last 10 days on account of the heavy tonnage that had been routed this way before that rule went into effect. The grain interests here are endeavoring to derive some comfort from the reports from the East to the effect that more ocean cargo space is likely to be at the disposal of the grain trade in the near future, and that large tonnages are to go forward from the ports for European relief.

An emasse has prevailed in grain handling conditions at the Head of the Lakes for nearly two weeks now. Stocks in the elevators aggregate approximately 30,000,000 bushels, bringing the available storage space remaining down to about 500,000 bushels, chiefly in the Consolidated Elevator Company's houses. With their houses virtually plugged up, the Capitol, Itasca and Cargill companies have been almost out of the market during the last three weeks. They are dependent upon such space as can be made from day to day in shipments of odd lots of coarse grains. At one time grain handlers here were hopeful that space might be made in the elevators through the taking on of storage cargoes by some of the 17 freighters wintering in this harbor. No relief from that quarter is now expected for some weeks on account of the expense involved in breaking the ice in the slips and moving the boats over the elevator docks. The rate demanded by the boat interests for storage space is also a factor.

Duluth operators are generally feeling optimistic at present, as in view of the large quantities of grain still in farmers' hands and interior elevators over the Northwest, they are looking forward to the movement this way attaining almost full proportions in the spring, at least for a time. The notice that the Food Administration had decided to permit the handling of coarse grains to revert to its old marketing channels, was received with satisfaction. The removal of the war restrictions that had been in vogue for nearly 18 months has resulted so far in more active trading in everything but wheat, with some operators putting through a fair amount of business in spite of the storage space congestion.

The outcome of the debate regarding the handling of the 1919 wheat crop and the taking care of the Government's guaranteed price is being awaited with anxiety by grain men here. While operators generally do not desire to hamper the administration in the difficult situation that has been brought about, they contend that the trade should be afforded as free a hand as possible under fair regulations. B. Stockman, president of the Board of Trade, and Parker M. Paine attended the recent hearings before the House agricultural committee at Washington. The latter on his return home expressed the opinion that the problem will be finally ironed out satisfactorily all around.

James F. Barry has been appointed representative of Jackson Brothers & Co., of Chicago, on the Duluth market, succeeding the late Alexander Guthrie. Mr. Barry had been associated with the Chicago house for some time as assistant to Mr. Guthrie and he has had an experience of 12 years on the Duluth Board of Trade as representative on the trading floor of the Western Union and Postal Telegraph Companies.

F. C. Cowgill of Chicago and J. W. Barkell of Duluth have been elected to membership in the Board of Trade, having purchased the memberships of John T. Culhane and Charles B. Pierce.

A substantial broadening out in trade in feeds coming from points in this district has been reported by operators here lately. In that connection, R. M. White of the White Grain Company asserted that his house's volume of business in those lines is rapidly getting back to a normal basis. As a result of the losses sustained in the disastrous Northern Minnesota bush fire last fall it has become necessary to practically ration settlers in the area affected and large tonnages of oats, barley and feeds are being distributed by a relief committee of which Mr. White is the chairman.

Grain handlers here have experienced some trying times of late in following the price readjustments that have come about in the various products. During the month the market in spot No. 3 white oats dropped over 10 cents to a basis of 54 to 55 cents. No. 2 rye on track registered a drop from the Government pegged price of \$1.56 to \$1.30, and barley ran off from a basis of from 83 to 93 cents to from 70 to 80 cents.

Elevator operators at Duluth and Superior may be called upon to pay higher taxes, if the plans of J. A. Scott, city assessor here, work out as he desires. Mr. Scott claims that the basis of taxation on elevators at the Head of the Lakes is much too low, and in his last annual report he suggests that bills looking to a readjustment be introduced simultaneously in the Minnesota and Wisconsin State Legislatures. Operators here have signified their intention to watch any legislation along those lines closely. It is only four years ago that a readjustment of the system of



grain elevator taxation in effect in Wisconsin was brought about after a hard fight. The basis now in vogue in that state is considered fair and it is hoped that no efforts will be made to introduce any difficulties at this juncture when the elevator interests see no opportunity to get on their feet after a dull period through war restrictions. Another large elevator at Superior would have been built by the Great Northern Elevator Company five years ago had it not been for the taxation dispute. The project was blocked later after the contract for it had been let by the coming on of the war.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

ONE of the burning questions in the Milwaukee grain trade has been that of the congestion in the local elevators due to the large amount of space taken over by the Government for its large stores of grain here. The situation has become so acute that a communication has been addressed to the United States Grain Corporation to take some measures of relief.

The plan suggested to the grain corporation was that of loading some of the surplus grain in the boats which are anchored here and accordingly permission was asked to load the grain in this way for shipment as soon as navigation opens. Enough relief from the congestion has been obtained by re-shipment and otherwise so that permits for grain shipments can be granted freely for some of the grains, notably oats, corn and barley.

"In former years it has been quite common to load grain in boats for winter storage pending the opening of navigation," said secretary of the Milwaukee Chamber of Commerce, Harry A. Plumb. "Even with the growth of Milwaukee's elevator facilities each year, some grain has been stored in this way. In 1917 about 529,000 bushels were stored in that way, and in 1918, 431,000 bushels. The fleet wintering in Milwaukee is large enough to help the situation a great deal if used for the storage of grain. For a time the congestion was so bad that it was almost impossible to take care of arrivals, but now conditions are greatly improved so that grain of certain kinds can be taken care of freely."

Another problem in which Milwaukee grain men are taking a keen interest is that of the settlement of the wheat price situation. H. M. Stratton, leading grain man of the city, and President H. W. Ladish of the Chamber have gone to Washington to assist in the solution of the question. The general feeling of the grain men of the city, insofar as can be ascertained, is that the Government should allow the market to go back to a pure commercial, or world price basis, and that the United States should assume to pay the difference between this commercial price and the guaranteed price of \$2.26.

Both Mr. Stratton and Mr. Ladish appeared before the house committee on agriculture in Washington to help throw light on the grain situation. The Council of Grain Exchanges had asked for representation in Washington, and Mr. Stratton also acted in that capacity while in Washington.

Ludington Patton, J. Walter Rice and Frank P. Konzal are among the new members which have been elected to membership in the Milwaukee Chamber of Commerce.

The February rate of interest has been fixed by the Finance Committee of the Milwaukee Chamber at 7 per cent.

Among Milwaukee grain men given distinction recently is President H. W. Ladish of the Chamber of Commerce, who was named a member of the Executive Committee of the Council of Grain Exchanges in the session held at Chicago.

Capt. Henry Leisk, Milwaukee, and C. A. Lamoreaux, Ashland, have been chosen the Wisconsin representatives of the national rivers and harbors congress to promote the plan for connecting the Great Lakes with the Atlantic by a ship canal of large capacity.

Another of the rate projects of the Chamber of Commerce Traffic Bureau is that of working for the restoration of pre-war break bulk differentials in across the lake traffic. These were abrogated during the war and it is now expected that in peace time there will be no valid objection to their complete restoration.

W. G. Bruce has been sent as the special representative of the Milwaukee Association of Commerce to Washington at the harbors meeting to see if something cannot be done to enlarge the Welland canal which would be of immense importance to the Mil-

waukee grain trade. A strong movement is on foot in Milwaukee to get all the lake cities to co-operate in making this much needed improvement. If this canal is made available for the largest ships instead of the present small vessels, ocean ships will come direct to Milwaukee, which, it is believed, would multiply the grain receipts here because of the direct outlet for grain to Europe.

Grain in storage at Milwaukee elevators on February 1 amounted to: Wheat, 2,965,000 bushels; corn, 52,000 bushels; oats, 1,395,000 bushels; barley 2,439,000 bushels and rye 2,306,000 bushels.

Milwaukee bank clearings for the first week in February were more than \$30,000,000, which represented a substantial gain over the figures for the corresponding week a year ago.

Traffic expert Frank Barry has initiated a movement through Mayor Hoan of Milwaukee to get adequate ship service for Milwaukee and all the other Great Lake ports during the coming navigation season. Mr. Barry says that since the Government has taken the lake boats for war service, it should now restore them again as they are badly needed, or will be when the bulk of the trade will be on in the spring. Mr. Barry pointed out that lake trade has been badly demoralized during the war because of the great scarcity of ships and that now if business is to be encouraged in peace times, the ships must be restored.

One of the most important shipping matters affecting Milwaukee for years is that initiated by Frank Barry, head of the Association of Commerce Traffic Bureau. He has started a plan to get all the commercial secretaries of Wisconsin into a central body to oppose the proposed plan to change Wisconsin from Illinois classification to Central Freight classification. If this plan is carried through it will mean freight increases for Wisconsin of 40 to 300 per cent, which would almost kill business in this state according to the best authorities. The state railroad commission of Wisconsin will also assist the commercial secretaries in their opposition to the plan, which will mean the overturn of the entire rate structure of this state.

The movement of oats to the leading primary markets shows that all the cities have made actual declines in receipts or small gains in the period from August 1 to the present time, in 1918-1919 as compared with a year ago, while the receipts at Milwaukee for this period was 24,000,000 bushels compared with 15,000,000 bushels for the 1917 crop season. These figures indicate a local gain of more than 50 per cent over the previous year.

The feature of the Milwaukee grain market for the first week in February was the decline of 19 cents in price of rye, in line with the national decline. During the same week barley went down 4 to 5 cents a bushel and corn declined 5 to 7 cents.

The College of Agriculture of the University of Wisconsin is hard at work on the problem of finding new uses for barley in case its use for brewing becomes radically curtained. Prof. R. A. Moore, one of the leading grain experts and grain breeders of the United States, has sent out a boost for barley designed to encourage the farmers to continue cultivating that grain. He maintains that barley greatly aids the farmer in maintaining his dairy herds and in making dairying more profitable. He also praises barley as a valuable nurse crop and he states that in feeding experiments barley has been shown to compare most favorably with all other grains.

The College of Agriculture has issued figures showing that Wisconsin has some of the highest grain yields in the United States. The average yield of corn for the entire United States was about 24 bushels, while the Wisconsin yield was more than 40 bushels. In oats the average national yield was 34 bushels, while the Wisconsin yield was more than 46 bushels an acre. Wisconsin stood fourth among states in wheat yield with an average of more than 24 bushels. In barley it was third with more than 35 bushels. In rye Wisconsin is fifth with almost 18 bushels an acre.

The American Malting Company has sold one of its Milwaukee plants to the Stratton-Ladish Company for a new flour mill. One plant still remains in Milwaukee in the possession of the company with 1,250,000 bushels capacity, and is still in full operation and will be for some months. Later, the Milwaukee plant and the one at Watertown, Wis., may be sold. The Watertown plant alone has a capacity of about 400,000 bushels.

F. H. Foy, local manager of the American Malting Company, says the outlook for the malting business is by no means so blue in this country as some might believe, despite the prohibition legislation which has passed recently. He declares there will be a good demand for malt for export for at least two or

three years, enough to keep many plants going. Several other uses are being devised for malt, he said, which might mean a general revival of the industry. Some of the uses which have been suggested and tried out for malt are malt flour, malt for yeast (used for some time), malt chocolate and malt confectionery. These branches of malting, it is believed, would be largely emphasized in case the business must be stopped entirely for brewing.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

LOCALLY the grain and hay market has been rather weak during the past month as a result of the mild weather, which reduced consumption, and the release of wheat by the Grain Corporation, which broke the high premiums paid for wheat, with corn and general cereal products slumping off in sympathy. Corn prices have been very weak, and the market has been tumbling gradually, many local dealers feeling that it will not stop until it reaches a dollar. Oats, which were steady for weeks, have lost ground. There is very little demand at this time for any grains in Louisville. Mills are short of domestic business, as the South is loaded and is not buying, while export business is slow in materializing, with American grain at present prices, at which they can't well compete with Australian and Argentina wheat, and the latter country's low priced corn. There is some little demand for seed oats. Corn is quiet for both feeding and milling. Mill feed has slumped off in price somewhat, and is selling slowly.

Hay prices have dropped several dollars a ton during the month, due in part to excellent shipping facilities, mild weather and smaller feeding, and the effort of farmers to unload their holdings while conditions are favorable. There is still a great deal of hay in the country, as consumption has been light on stock farms due to almost all year pasturage. At the present time the market is so uncertain that dealers are only taking consignment hay in many instances, as they don't care to take chances with a drop in price during the ten days or two weeks required to get shipments delivered. River hay has been moving in heavily.

The new plant of the Kentucky Public Elevator Company started operation on January 20, the new plant being fully equipped and a great improvement over the old frame plant. This new plant carries a nineteen cent insurance rate, as against \$2.25 in the old frame house. The new capacity is 650,000 bushels, as against 900,000 for the old plant.

One of the oldest elevators in the South was destroyed on January 20, when fire destroyed the old plant of the H. Verhooff & Company, Louisville, which was organized in the seventies by the Louisville Elevator Company. The loss was fairly well covered, running to something like \$165,000 on plant and grain. The company had just received orders to transfer some Government oats shortly before the fire started. Officers of the company are planning to rebuild with fireproof construction when labor and materials are at a more normal level, and for the time being the company will handle its business through other local elevators.

The outcome of the wheat guarantee for 1919 wheat is one of the most discussed topics in Louisville grain circles at the present time. From present indications it looks as though the Government will have to stand the guarantee, or otherwise the millers will be unable to compete for foreign business, and without an embargo on exports, they would be unable to compete even for domestic business. The situation is a serious one, and Washington is being closely watched.

Grain operators of Louisville are feeling somewhat better over the possibilities for the brewers to continue in business, as the recent announcement to the effect that near beers could again be manufactured was the signal for several brewers to start advertising campaigns on near beers again, and indications are that they will make two per cent alcohol beverages even though they can't make four per cent beers.

A number of millers and grain men of Louisville are watching with interest action taken by the Classification Committee of the U. S. Railroad Administration, which has proposed a minimum carlot of 40,000 pounds for the entire country. The present Southern classification is 30,000 pounds, but millers and grain men are generally in favor of larger cars.

A good deal of Western Kentucky corn and corn from the Ohio River bottom lands was moving to market when corn prices began to slump. At that time conditions for movement by water were good.



and prices were good. Traffic is good and open today, but the farmers can't see the price that is being offered, and the movement has slowed down. However, much of this early moving corn would have to be kiln dried to make it safe, and it is probably just as well that the farmers have decided to hold their corn, and let the March winds do the drying.

\* \* \*

Judge Lincoln, of the Jefferson Circuit Court, recently held in favor of H. P. Perry, in a decision against the grain and stock brokerage house of John L. Dunlap & Co., in a suit in which Mr. Dunlap endeavored to collect a balance of \$537.50 on a wheat contract made in 1917. The court held that it was merely a gamble on the market, as no wheat was to be delivered, and gave a judgment to Perry for \$432.50, which he lost on margins, and which the court held he was entitled to get back, as gambling is not permitted under state laws. As a result of this decision other suits have been filed against other grain brokerage houses to collect money lost in stock market transactions, as the welchers are always on the lookout for an opportunity.

\* \* \*

The Acme-Jones Company, of Louisville, jobbers of feed, flour, grain, produce and other lines, has filed amended articles of incorporation, in which the capital stock is increased from \$30,000 to \$60,000, through addition of \$30,000 of preferred stock. J. H. Jones is head of the company.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

**A**LTHOUGH defeated in efforts last week to induce the National Rivers and Harbors Congress to endorse in full the Mississippi Waterway Association's \$400,000,000 plan for improving the inland waterways of the entire country, St. Louis advocates of the scheme are not discouraged. Instead, James E. Smith, president of the organization, and others deeply interested, stated just before the Congress adjourned that they would call the annual meeting of the Mississippi Valley Association earlier than usual, to take advantage of the sentiment which has been created, and to push the movement even more vigorously.

A compromise was recommended by the Resolutions Committee of the Congress and adopted by the Congress as a whole. As between a secretary of transportation with cabinet portfolio and the commission of five desired by the Mississippi Valley hosts, the compromise proposed a bureau to be established in the Department of Commerce.

The compromise came through recommending either a cabinet officer or a bureau in the Department of Commerce, instead of the Independent Commission. The latter was acceptable to Mr. Smith and his friends.

\* \* \*

Oswald Graves, who for the past 10 years has represented Shearson, Hammill & Co. on the Merchants' Exchange, has severed his connection with that firm and from this on will be the St. Louis representative of Lamson Bros. & Co., of Chicago, one of the oldest and best-known houses in the grain trade. Shearson, Hammill, it is understood, will concentrate their business in New York and Chicago, discontinuing their private-wire service in this and other cities. In addition to grain, Lamson Bros. handle cotton, provisions and stocks and bonds.

\* \* \*

Fire starting on the fourth floor of the Schisler-Corneli Seed Company's warehouse, 813 North Fourth Street, on February 11 caused several thousand dollars' damage to the building and stock. The building is a four-story brick structure and the blaze was confined to the upper floor. The origin is unknown. The fire gained such headway that a second alarm was turned in.

\* \* \*

The Government River Service out of St. Louis recently became a definite asset for the cultivation of world commerce by St. Louis grain merchants and millers. A. W. Mackie, manager of the Service, announced that through bills of lading on exports now could be had over the barge line.

Few shipments have heretofore gone from St. Louis to foreign ports because of the necessity of billing to New Orleans and there re-billing through a forwarding agent to the port of destination. The disadvantage of this procedure was chiefly that it delayed about 12 days the assembling of enough through bills to be negotiable at a bank.

The shipper now can take his through bill which he will receive at St. Louis to his St. Louis bank and there realize on it without delay.

The effect of through bills will be to increase traffic on the river. The Marshall Hall Grain Company has been a big shipper since the barge line was inaugurated.

\* \* \*

Six St. Louis flour mills ground 1,398,283 barrels of flour during the year just closed, according to a re-

port of the Merchants' Exchange. The production of the mills was a decrease as compared with the two previous years. In 1917 the mills produced 1,619,256 barrels and 1,750,686 barrels in 1916.

The mills and the output of each are: George P. Plant Company, 345,207; Kehlor Flour Mills Company, 585,418; Hezel Milling Company, 94,284; Saxony Mills, 86,748; Valier & Spies Milling Company, 238,843, and the Des Peres Milling Company, 47,785.

\* \* \*

The record for early sowing of spring wheat in Jersey County has been broken by Jesse G. Hopkins, who owns a large tract of land in the Nutwood Drainage District, west of Jerseyville, Ill. Hopkins finished sowing a field of 20 acres on February 10. This is the earliest spring wheat ever put in the ground in Jersey County, or in this section of Illinois. The ideal winter weather has made it possible to work the land in many sections, and Hopkins took advantage of the opportunity. Other farmers are getting their fields ready for seeding.

\* \* \*

John L. Messmore of the Ballard-Messmore Grain Company, and Thomas B. Teasdale of the J. H. Teasdale Commission Company, represented the St. Louis Merchants' Exchange at the recent meeting before the Agricultural Committee at Washington to consider problems in handling the 1919 wheat crop, and presented the following resolution adopted by the Merchants' Exchange:

"Resolved, That it is the sense of the grain and milling trade of St. Louis that the wheat crop of 1919 should be handled in practically the same manner as the crop of 1918, except that the price should be stabilized in the various markets of this country on a basis as nearly as possible in line with the world value of wheat and the difference between the price as thus established and the price guaranteed by the President's proclamation be made good by direct settlement with the farmer.

"That the importation of wheat and its products into this country be prohibited during the life of the Presidential guarantee.

"That exports of wheat and its products from this country be controlled by the Food Administration Grain Corporation, or such other agency as may be established to carry out the President's guarantee, with suitable provisions, however, to protect the millers and grain dealers in their merchandising operations based on the stabilized price, and that in order to keep American labor fully employed and maintain the prestige and reputation of American flour in foreign countries, as large a proportion as possible be exported in the form of flour.

"That the conditions attending the marketing and distributing of the 1919 wheat crop, which now promises to be by far the largest in the national history, will demand the services of men of wide experience, sound judgment and intimate knowledge of the grain and milling business, and that the present Food Administration Grain Corporation, with as nearly as may be the same personnel, should be designated for this purpose, their ability and integrity having been already fully demonstrated and the experience which they have acquired during the past two years being an invaluable asset in the solution of problems which must be met in the future."

\* \* \*

Plans for a modern co-operative grain elevator near Chesterfield, St. Louis County, Mo., were discussed at a meeting of 150 farmers there yesterday. It is planned to incorporate shortly for \$30,000. Stock to the amount of \$12,600 was subscribed for. It will be the first co-operative grain elevator of the county, and will be modern, fireproof in all respects, and have a capacity of 70,000 bushels. The movement is headed by L. B. Faust, Grover Kinzey, W. H. Wagenbreth, E. J. Bayer, Ernest and Damian Mueller.

\* \* \*

F. S. Lewis & Co., of Chicago, recently opened a new branch office at Room 307 Pierce Building, under the management of D. B. O'Connell, known to his friends as "Denny." The company will do a general grain and commission business.

\* \* \*

The Mississippi River Barge Line has established a rate of 12 cents per hundred on grain and grain products from St. Louis to New Orleans, via river, on both domestic and export traffic.

\* \* \*

Sam Mincer, the well-known Chicago grain man, was in St. Louis recently and was on the Merchants' Exchange. Traders said Mr. Mincer covered a big line of short corn in Chicago, while he was here, using private wire service rather than buy it in personally in the Chicago pit.

\* \* \*

John E. Hall, St. Louis grain man, and his family are spending the winter in Florida. Mr. Hall left here recently for Japan, but on arrival in New York was unable to secure passports and took the train South.

\* \* \*

John T. Milliken, St. Louis' richest grain man and capitalist, died 10 days ago of pneumonia. Mr. Milliken was reputed to be worth \$20,000,000, most of which he received in cash for sales of mining and oil property which he bought for a mere song. His

Cripple Creek gold mine alone sold for \$6,000,000 cash, and was the largest producer of gold in the world at the time of its sale. Mr. Milliken left his estate in trust with the National Bank of Commerce, for the benefit of his wife and children. John G. Lonsdale, president of the bank, also was named as an executor. This is the first time in Missouri that a national bank, under the new law, has been named as trustee in an estate.

\* \* \*

George Henry Backer, one of the oldest and wealthiest members of the St. Louis Merchants Exchange, died at his home, 3758 Westminster Place, January 31. He was 68 years old.

\* \* \*

John F. Barrett, of E. Lowitz & Co., Chicago, was in St. Louis recently and was on the Merchants Exchange with B. J. McSorley, the firm's manager of the branch office here.

\* \* \*

Eugene Dreyer of the Dreyer Commission Company, and Med Johnson of T. E. Price & Co., caught 80 bass and croppies in a two days' fishing trip to Corning Lake, Arkansas, recently. Mr. Dreyer has reorganized the club and many members of the Merchants' Exchange have joined.

\* \* \*

The warm winter has caused a good demand for seed corn in the St. Louis market, and recently a car of St. Charles white was sold by Graham-Martin Grain Company, for \$1.75 a bushel, at the same time that ordinary white was bringing \$1.30.

\* \* \*

At annual meetings recently, N. L. Moffitt of Hubbard-Moffitt Commission Company was re-elected a director of the National Bank of Commerce, St. Louis; H. H. Langenberg of Langenberg Bros. Grain Company and William H. Danforth, president of the Ralston Purina Mills, were re-elected directors of the Mechanics-American National Bank.

\* \* \*

An unusual wager was made and won in the Merchants Exchange recently by George O. Smith, a miller of Fredericktown, Mo. Smith bet \$500 even that he could make 10 consecutive trades in corn without a loss. No time limit was set on the wager, but as the market advanced 2 cents and then fell 3 cents, with many quick changes in between, Smith made all the trades during the one session. Brokers who kept tab on the deals as they were made, said Smith's profits on each was small, as he had to act quickly.

\* \* \*

The 1919 season of transportation on the Mississippi River was opened recently with the sailing of the towboat *Oscar F. Barrett*, with a cargo which included eight carloads of corn for Cuba. The sailing marked the christening of the new municipal dock at North Market Street, the *Barrett* having been the first boat to load there. Heretofore sailings of the Government River Service have been from an East St. Louis terminal. With the opening of the 1919 season, the river service has announced the complete figures for its 1918 season, begun on September 28. The boats carried a total of 26,199 tons of freight on 24 one-way trips. The total of ton miles was 28,550,548.

## QUARANTINE AGAINST MOVEMENT OF BARBERRY

As a means toward eliminating black stem rust of wheat and other grains, the Secretary of Agriculture purposes establishing a quarantine to prohibit interstate movement of the common barberry, as well as other species of *Berberis* and *Mahonia*. A public hearing will be held at the rooms of the Federal Horticultural Board, Washington, D. C., at 10 o'clock on February 24, in order that any person interested in the proposed quarantine may be heard, either in person or by attorney.

Through the co-operation of the Department of Agriculture with state officials, local organizations, and individuals, the susceptible species of *Berberis* and *Mahonia* have been very largely eradicated from several states but these plants are still prevalent in many of the regions of the United States. It appears necessary, therefore, to quarantine the states of Alabama, Arizona, Arkansas, California, Connecticut, Delaware, Florida, Georgia, Idaho, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Mississippi, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, and the District of Columbia, in accordance with provisions of the Plant Quarantine Act, and to prohibit or regulate the movement from these states and district to the states first named of all species and varieties of barberry and *Mahonia* susceptible to black stem rust.



## Control of the Grain Trade in War Time

### Measures Adopted by All Countries to Insure a Supply of Food During the Trying Years of War

**S**UPPLEMENTING last month's article, which covered the legislative measures taken by the various countries to increase production of grain, we present herewith a resume of the measures taken for control of the grain trade by the different countries, as compiled by the International Institute of Agriculture at Rome.

#### LEGISLATIVE MEASURES TENDING TO CONTROL OF THE GRAIN TRADE

**France.**—A decree of 3 May, 1917, places mills and bakeries under Government control.

The law of 11 April, 1917, institutes a census of all cereals and requisitions all wheat. The requisitioning of all grain suitable for the manufacture of any foodstuffs dates from 1 August, 1917.

By decree dated 31 July, 1917, the purchasing and distribution of all kinds of home-grown cereals were placed under Government control.

For each department an apportionment of cereals is drawn up, taking account of the number of inhabitants, of the maximum daily rations of bread, and making allowance for the breadstuffs left at the disposal of growers for family consumption. The apportionment is allotted by the departmental bureau to the millers who have the duty of supplying the locality. A permanent bureau is appointed, as a section of that for the department; this bureau undertakes the allotment of cereals and flour purchased for account of the state, in accordance with the instructions of the minister.

A consultative committee for wheat, flour and bread, composed of members of the Central Bureau for Cereals and the Central Committee of Millers and Bakers is called together to advise the minister as regards the rate of bread rations, on questions relating to milling and baking, to the prices of grain and flour handed over by the state, and on that of bread.

A ministerial circular dated 12 August, 1918, fixes the price to millers, of home-grown and imported wheat on the basis of 43 francs per quintal. As indicated in our table of maximum prices, farmers are to receive 75 francs per quintal for wheat of the 1918 crop, thus leaving a difference of 32 francs per quintal to be defrayed by the state.

**Great Britain and Ireland.**—The Royal Commission for wheat supplies was appointed in October, 1916, and was entrusted with the management of imports of cereals into Great Britain and Ireland. While continuing its work of control and distribution of those supplies the import business has been relinquished by the Royal Commission in favor of the Interallied Food Council which was constituted in July, 1918, to deal with the requirements of all the allied and some neutral countries.

The Royal Commission fixes prices for imported cereals, but has no direct control on those of home-grown produce, as these are dealt with by the Food Controller.

**Italy.**—By a decree of 20 December, 1914, Consortia were established with the view of purchasing and distributing cereals. In January, 1915, the state undertook, for its own account, the purchase abroad of cereals required to meet temporary wants. In December, 1915, an arrangement was concluded between France, Great Britain and Italy intended to regulate the supply and apportionment of such cereals as each of these countries may require.

A census and requisition of all cereals was decreed on 6 January, 1916, and on 6 August, 1916, the Central Commission of Food Supply was established, followed on 16 January, 1917, by the Food Commission and again on 17 June, 1917, by the commission for supply of foodstuffs.

The communes, supply associations and charitable or relieving institutions have been in receipt of allotments of cereals from the associations created by decree of 20 December, 1914, to whom the

cereals of the crop of 1917 are to be delivered, under the requisitioning orders of the Commissary of food supplies, dated 20 June, 12 and 22 August, 1917.

By decree of 18 April, 1918 the provincial associations for food supply, being part of the state organizations and subject to the food controller, constitute the sole authority in each province for the distribution to the civilian population of foodstuffs requisitioned by the controller. These associations are elected by the provincial and communal authorities, by Chambers of Commerce and Agricultural Committees. Their administrative powers are vested in a council composed of five members.

An order of the Ministry of Food Supply dated 14 June, 1918, entrusts the distribution of foodstuffs to the Consortia in each province, for apportionment to the communes, who are to arrange for sale to the public through the annona, the autonomous organizations of consumers, the co-operative societies and the shops. The Minister considers that previous notification of requirements is essential to the proper working of the system in normal circumstances.

**Norway.**—Cereal produce, whether imported or home grown, must be sold exclusively to the Food Administration, which takes charge of the distribution to millers and bakers, and fixes the prices of flour and bread from time to time.

**Netherlands.**—After the outbreak of war the Government instituted a department for the distribution of grain and flour in connection with the Ministry of Agriculture, Trade and Manufactures.

The Government took control of all purchasing of wheat and wheat flour, and in 1916 proceeded to undertake all importation of foreign cereals. The department for distribution of grain and flour makes the purchases of any products destined for fodder. Such products are bought for account of the Government by agents of American or Dutch traders, and are landed, stored and distributed at Amsterdam or Rotterdam.

Wheat is allotted to millers at prices based on those of the purchase, including brokerage, cost of transport and of marine insurance. Millers deliver their flour to the communes who distribute to bakers at prices fixed by the Government.

The large difference between the purchase prices and those paid by the bakers is apportioned in the ratio of one-tenth from the commune and nine-tenths from the state.

**Sweden.**—The Government established a royal commission for food on 11 August, 1914, to collaborate with the authorities and experts in order to deal with difficulties that might arise with regard to food supplies. This commission took charge on 1 December, 1914, of all imports of cereals for state account, and came to an agreement with the millers, as to control of their production by the commission. On 12 August, 1915, the Government also entrusted the commission with the importation of fodder, and on 30 August with the supervision, through the intermediary Bureau of Food Products, of projects for export of certain products, and of permits to be granted so that exporters should be bound to offer foodstuffs to the public at low prices, in exchange for the privilege of being allowed to export.

On 28 September, 1916, a controlling authority, the National Commission on Supply, was established and the powers of this body were made more extensive on 1 July, 1917. It was entrusted with the control of import and distribution of foodstuffs, and of the measures to be taken for regulating consumption, while the powers of the Commission for food were limited to consultation. The execution and control at different places of the measures taken by the Commission falls to the share of the provincial food management boards,

and to the communal committees on food, assisted by a provincial council of agriculture.

Farmers are at liberty to grind any cereals at their disposal with such extraction as they think fit, but they must take out milling cards.

**Canada.**—A Board of Grain Supervisors for Canada was constituted on 11 June, 1917, with power to fix prices, to take possession of cereal products in Canada, and to sell to millers or for export.

Exports of wheat from the Canadian seaboard were made only by the Wheat Export Company, representing the Allied powers, and all transactions with the United States are subject to the consent of the United States Grain Corporation and the Board of Supervisors for Canada.

A Food Controller for Canada was appointed in February, 1918.

The Government of Canada assumed on 12 September, 1918, the complete control of the purchase and sale for export of Canadian wheat, together with the control of the methods of export. Under the new arrangement the purchase of grain for export and internal use will be thrown open to dealers and shippers as before, subject to the supervision and control of the Government, instead of being done through the Wheat Export Company as previously. The Government guarantees the purchase of all the surplus of merchantable wheat raised in Canada this year at the current fixed price and will also attend to the apportionment of the grain to the millers. The Dominion will also control all freight cars and take tonnage allotments. The Board of Grain Supervisors at Winnipeg, the members of which represent producers, shippers and consumers will be entrusted by the Government with the carrying out of the new arrangements and invested with the necessary powers.

**United States.**—Acts of Congress passed in July and August, 1917, establish Government control of the distribution of food, and authorize the fixing of prices of cereal products in various markets.

The execution of these measures is in the hands of the President in conjunction with a Food Administration appointed by him.

A law of 10 August, 1917, prohibits the hoarding of foodstuffs by any method or keeping in hand a quantity in excess of normal family or business requirements.

On 16 August a grain corporation was formed under the food control administration with a capital of \$50,000,000 for the purpose of purchasing, holding and selling all kinds of grain.

On 28 August it was announced that all purchases made in the United States for Belgium, France, Great Britain, Italy, Russia and Serbia are to be made henceforward through the commission appointed in the United States for that purpose.

The Food Administration is authorized to make voluntary agreements with millers on the following main bases: On one hand, the miller is guaranteed a fixed rate of profit on grinding; also that he will not suffer loss on his grain purchases; on the other hand, allotment of orders is to be made according to the mills' capacity and their output in the last three years; flour purchases for export are also to be allotted; a rate of flour extraction is imposed; no contract is to be made for delivery at a later period than 60 days after its date, etc.

By proclamation of the President, dated 12 November, 1917, control of the baking industry throughout the United States became effective on 10 December.

All baking is subject to license, and is carried on in accordance with the requirements of the Food Administration. The weight of the loaves is definitely fixed and other regulations are issued by the Administration, with the view of reducing the cost of baking, of lessening the waste of flour and of limiting the use of sugar and lard in the preparation of bread.

The Government has undertaken by means of the Grain Corporation to purchase all home-grown wheat of crop 1918 offered farmers at the guaranteed prices for the various localities.

Millers are at liberty to pay more for wheat, but



the sale price for their flour is a fixed maximum.

**Germany.**—A decree of 25 January, 1915, assumes possession of all stocks of wheat and rye, even if not yet threshed, as well as those of rye flour, barley meal and oatmeal, as from 1 February, 1915. On 13 February and 19 March following the stocks of oats and barley were similarly dealt with. An Imperial Department of cereals was created on 28 June, 1915, including administrative and commercial sections.

A War Commission for the food supply of the population was constituted on 22 May, 1916. This Commission comprises a committee of 11 members, and a council of 100, besides a women's council.

Supplies, distribution, traffic and the fixing of prices alike for cereals, fodder, potatoes and sugar beet, in fact all matters relating to the people's food supply, form the principal business of this people's supply commission.

The crops of 1915 were seized on the 28 June, 1915. The farmers were permitted to retain for their own wants 9 kilograms of breadstuffs per month in addition to their seed requirements in the spring. This allowance of 9 kilograms was reduced to 6½ kilograms in April, 1917, but was restored in August, 1917.

A decree of 13 January, 1916, proclaims the seizing of everything remaining in the farmers' hands, under the decree of 28 June, 1915.

The wheat and rye crops of 1916, including those still uncut, were seized by decree of 29 June, 1916, when flour was also included. This measure was extended on 6 and 24 July to the crops of barley

and oats for 1916, with the proviso that the farmer was allowed to retain for his own use and for sowing 4-10 of his barley crop and 1.5 quintals per hectare of that of oats, apart from the quantity necessary for fodder, this amount to be fixed by the minister.

The crops of 1917 and 1918 were seized under decree of 27 July, 1917.

**Austria.**—A decree of 27 February, 1915, creates a central department for the commercial side of the distribution of cereals and milling products.

All cereals and flour were ordered to be seized according to the Imperial decree of 21 February, 1915, and the requisitioning of the 1915 crop was ordered by decree of 21 June, 1915.

The crops of cereals for 1916 were seized under decree of 11 June, 1916.

**Hungary.**—A decree of 14 January, 1915, requires the transfer to the National Agricultural Commission of all stocks of wheat, rye, barley and oats, and on 15 February, 1915, the transfer of maize is also decreed.

On 17 June, 1915, the wheat, rye and oats crops of that year were ordered to be seized, and that of maize on 26 September, 1915, but the farmer was permitted to retain 18 kilos per head per month up to 15 August, 1916, as well as the necessary quantity of fodder for cattle.

A decree of 8 September, 1916, requisitions the remainders of the 1916 crops of wheat, rye, barley and oats, and orders their transfer to the War Products Association for distribution.

On 29 September, 1916, the requisition was extended to maize.

that increased production is discouraged. It has been found that the substitution of the elevator system for the bag system is essential to secure a sustained large increase in the grain production of South Africa, the possibilities of which are enormous.

South Africa enjoys special advantages for the production of corn. The dry, sunny climate of the high plateau at harvest time permits of corn being sun dried, artificial drying means being unnecessary. The rainfall is ample if the land is scientifically cultivated, while the planting season covers a period of three months, or almost twice as long as in North America. South African white flat corn commands higher prices in the European markets than any other corn. With the relatively cheap land, cheap labor, and a climate exceptionally favorable to the cultivation of corn, local authorities believe that with the adoption of improved handling and storing methods, South Africa should be able to produce corn at a lower cost than the United States or Argentina.

Yet, with all these advantages, the average production per acre is almost the lowest in the world. While Canada produces 54 bushels to the acre, and Australia 24, the yield in South Africa is only 14 bushels. This low rate of production is partly due to unscientific methods, as experiments conducted by the Agricultural Department have shown that the yield can be easily doubled or trebled without increasing the acreage under cultivation by any noticeable amount.

Today corn is the only cereal that figures in the exports of South Africa. The domestic production of wheat is still insufficient to meet the demand, and extensive quantities are imported from Australia. Statistics for 1917 show that the railways in South Africa moved during that year 748,283 tons of corn, of which 438,849 tons were for domestic consumption, and 309,434 tons for export. The wheat and oats movements were 105,682 tons, and 38,070 tons, respectively, to which must be added 77,580 tons of wheat imported or a total of all cereals of 969,615 tons.

All this grain, representing approximately 10,000,000 bags, is handled in bags, transported on flat cars, and generally stored in the open with tarpaulin coverings for protection against rain. This method of handling has proved a costly operation, both in this country as well as in the Argentine and Australia, and the installation of a bulk handling system is looked forward to with much interest.

This new system will also necessitate the construction of railway box cars suitable for the carrying of the grain in bulk, and it is estimated that fully 1,000 such cars will have to be built to meet the demands of bulk shipping as proposed under this system.

While the project reported on by the committee is one for Government ownership, there is nothing in the report that would conflict with the erection of private or co-operative elevators, though, probably under a system of Government supervision in view of the fact that the railroads and the harbors here are under State administration, and as both are essential factors in the corn export and handling trade, state-owned elevators would best conform with existing arrangements.

Yours truly, SOUTH AFRICA.

Sometime ago the grain trade read with interest the report that a group of men from Wall Street were back of a large wheat growing proposition in the West. Unlike the majority of such reports, this one had substance in fact. Already 8,000 acres of winter wheat have been planted and 7,000 additional acres are broken up. The work will be continued until 200,000 acres in one tract are covered with grain. This will make a wheat field 312 square miles in area, one-fourth as large as Belgium. The farm is located near Hardin, Mont., and is leased from the Crow Indians, being part of their reservation. Behind the project is a group of Montana and New York bankers led by J. P. Morgan and the management is under Thomas D. Campbell.

## COMMUNICATED

### WHEAT EXPORTS THROUGH GALVESTON INCREASING

*Editor American Grain Trade:*—In connection with the notice given Galveston wheat exports on Page 520 of the January issue of the "Grain Trade," I give you herewith January statement of exports through Galveston. The total for the month was 594,000 bushels, an increase over the same month of 1918. The total increase for the period since July 1 over that of the previous season was 2,785,799 bushels. The tabulated statement as to vessels and destinations follows: *Kaduna*, for Liverpool, 131,000 bushels; *Victoria de Larrinaga*, for Manchester, 131,000 bushels; *Ardgarry*, for Falmouth, for orders, 112,000 bushels; *Tactician*, for Liverpool, 131,000 bushels, and the *Skanderborg*, for Rotterdam, 89,000 bushels.

No corn, barley, rye or oats were shipped through the port during the month, however, a decrease for the period having been registered against each of these commodities.

Yours truly, W. D. HORNADAY.

### RETIRING FROM BUSINESS

*Editor American Grain Trade:*—Owing to continued ill health I have sold my elevator and business at Hicksville, Ohio, to Messrs. Moser and Koch of Woodburn, Ind. These gentlemen were the owners of the Woodburn Grain & Elevator Company until one year ago, and are experienced and worthy men. Possession will be given March 1. Hicksville will still be my home where I will divide my time and use what strength I may have to spare in looking after my interest in farm lands nearby.

As men grow to love their profession so a man in business will likewise form an attachment and love for his business. I now know what this means for it is not an easy task for me to sever my relations with my business which has been the object of my endeavors and affections since my eighteenth year. In pursuing it I have made friends that are very near and very dear to me. I

will continue to be interested in the grain trade and will look forward to the coming of the trade papers with my old time interest.

Yours truly, EARL C. BEAR.

### ST. LOUIS WEIGHTS

*Editor American Grain Trade:*—As a result of adverse decisions recently rendered by the U. S. Supreme Court relative to authority as to weighing of grain in public grain elevators in the state of Missouri, the Merchants Exchange has discontinued its supervision of weights at all elevators in St. Louis which are affected thereby. In the future the supervision of weighing in these elevators will be under control of the Missouri State Weighing Department.

For your information the Merchants Exchange Department of Supervision of Weights will continue its supervision of weighing, testing and inspecting of scales and facilities, and also its car inspection service at all other elevators, mills, industries, warehouses and hold tracks where heretofore it has been our custom to perform this service.

Yours truly, JOHN DOWER, Supervisor.

### PROPOSED NEW ELEVATORS WILL AFFECT CORN PRODUCTION IN SOUTH AFRICA

*Editor American Grain Trade:*—The projected system of Government owned grain elevators, both terminal and country, in South Africa, as described in your issue of December 15, 1918, now seems assured. The realization of this project will have an undoubted effect upon the grain crops of South Africa, and will probably largely increase exports to Europe, particularly corn.

Aside from the saving which the farmers will realize from this system, it is anticipated that the production of corn throughout South Africa will be considerably increased as a direct result. The disabilities inseparable from the present system of handling grain in bags are so pronounced



# ASSOCIATIONS

## CONVENTION CALENDAR

February 18-20—Minnesota Farmers Grain Dealers Association, Minneapolis.

February 20-21—Missouri Grain Dealers Association, Planters Hotel, St. Louis.

February 27-28—Ohio Farmers Grain Dealers Association, Boody House, Toledo.

May 6-7—Illinois Grain Dealers Association, Peoria.

May 20-21—Grain Dealers Association of Oklahoma, Oklahoma City.

May 27-28—Kansas Grain Dealers Association, Hutchinson.

July 15—Michigan Hay & Grain Association, Hotel Statler, Detroit.

July 16-18—National Hay Association, Hotel Statler, Detroit, Mich.

October 13-15—Grain Dealers National Association, St. Louis, Mo.

## INDIANA DEALERS HOLD INTERESTING MEETING

On the afternoon of January 21, Bennett Taylor, president of the Indiana Grain Dealers Association, called the annual meeting to order. The convention lasted over into the following day and brought out many interesting discussions. President Taylor in a brief address reviewed the activities of the year.

### SECRETARY RILEY'S REPORT

After the invocation by the Rev. Farmer, Secretary Charles B. Riley read his report, as follows:

The year just closed has been one of varying conditions in the grain trade. Some dealers have realized reasonable profits; some have not realized adequate compensation for their investment and services. The very excellent wheat crop afforded a source of profit to such dealers as were located in wheat territory and bought on a reasonable margin and that was recognized as a reasonable profit by the Food Administration.

The oats crop has been handled under conditions that yielded fair profits to those who persisted in the purchase of it on a fair basis. The corn crop has been very disappointing in the matter of yield in this state, besides which the extreme high price of hogs, guaranteed by the Government, induced many farmers to not only not sell corn but to buy all they could, which has resulted in very little corn coming onto the market for shipment and the prospects are not encouraging for future receipts. A few dealers entered into an active effort to buy corn and sell to farmers and they have succeeded in accomplishing something along that line that has helped them keep the wolf away from the door. The very large acreage of winter wheat planted and the excellent conditions it is now in gives promise of a good wheat crop for this year and let us hope the grain dealers will all realize the cost of handling wheat and buy it on a margin that will justify a profit.

Under the new schedule of profits permissible under the Grain Corporation's rulings, of 3 per cent net profit on the gross sales up to \$300,000, then 2 per cent on the gross sales above that amount, each dealer should be able to realize a fair return if he will purchase on a basis that will provide the profit allowable. Such a buying basis will have to be from 9 to 11 cents per bushel gross profit if wheat remains at the present price. The guaranteed price of wheat will stabilize values for this year. While dealers generally would much prefer to handle on an independent basis without restrictions, there are advantages in the stabilized prices if buyers will count the actual cost, then take the net profit of 3 per cent above that. If they will receive and purchase strictly on grade, they will be in a very advantageous position, but if they continue to buy "mine run" stuff, as many have been doing, and follow every scooper that makes prices, they will make no money. It has often been said by experienced and capable dealers that the grain dealers, themselves, were their own worst enemies and that if they would buy grain on a reasonable margin that is known to be safe and quit carrying a chip on their shoulder, their business would be not only respectable but profitable as well. Can we hope for that condition this year, or shall we still find our fellows simply after their competitors' scalps and drawing profits from the farm bank and other lines of business to keep the elevators open.

When we asked the trade for suggestions for our program, some suggested one thing and some another, but a few said, let's have information as to the actual cost of handling grain, that that question was the most important one and I believe they are right. Mr. Crabbs showed you last summer that it actually cost over 5 cents per bushel to handle all kinds of grain, associated together, without allowing the full loss on account of shrinkage. If it costs over 5 cents, actual cost, to handle wheat, then you are permitted to take a net profit of 3 per cent, don't you see at once that you have a cost of over 11 cents per bushel. How many of you believe these figures and how many of you think you can so operate your plants that a like profit might be realized.

One of the real duties of a grain man, as well as other merchants, is to furnish an actual service to the community and we think a man that spends \$15,000 to \$30,000 in the erection of an elevator and keeps it

open the year around, performs a distinct service and no well informed and patriotic citizen will deny him the right to a fair return on the investment and the service, if he only learns what margin it requires to provide this return. So, we again urge you to count the cost and don't hesitate to inform your trade on that subject.

Under the regulations that have obtained during the past year, men were prohibited from speculating in wheat and we presume that will be the case so long as the Government finds it necessary to regulate the business. Now, if you are not permitted to speculate or hoard wheat, you must have a wider margin for handling, since your cost and profit must all come out of that margin.

We have not been able to hold as many local meetings during the past year as usual, particularly during the fall and winter. This dreadful scourge of influenza prevented our attending meetings and some we called were cancelled on account of local health regulations. The Association's representatives this year should follow up that phase of the work, and since the new oats grades will be effective in time for the new crop, a campaign of education should be conducted as vigorously as possible.

### Arbitration.

We have not had a single case for arbitration during the year. A few were threatened, but the parties got together and settled them. We take some pride in calling the attention of our members to the fact that the Indiana dealers are very free from the arbitration habit, especially when we read the reports of some other states that have one or more arbitrations each week. We think a lack of arbitration cases is a credit to our people; though we have all the machinery and it is ready at any time to serve those who call on it.

### Claims.

We still maintain a Claims Department for our members and during the past year we have filed and caused to be settled many claims, principally for shortage. We believe the entire membership would do well to identify themselves with this branch of Association work.

### Directory.

Each year we get out a directory of the entire trade and this requires the co-operation of the entire trade in the matter of furnishing information. We usually send out about 900 letters and cards calling for information as to changes, etc., and seldom do we ever receive replies from even 50 per cent of them, this, too, notwithstanding we provide the postage for the information sought.

### Membership.

We are pleased to report an actual net gain of 35 members at 104 stations for the year; a total of 385, 302 shippers and 83 receivers.

This gives us the largest membership in the history of the organization. This net gain during the past year is doubtless in part due to the feeling that the Association and its activities is a kind of panacea for ills, imaginary or real that come from regulations and otherwise, and that direct benefits can be realized at once. Some occupy about the same position with reference to the Association that some fellows do that think they are going to die; they want complete coverage and take out membership in some church that they have neglected to even attend for many years, but we, like the church, are glad to receive them even under such conditions and at the eleventh hour. For years we have urged our members to do a little boosting for the Association along this line of increasing the membership and a few have greatly assisted in that work, but the greater number have accomplished nothing directly toward increasing the membership. Possibly we should be content with the thought that the membership has refrained from knocking the Association and officers for the lack of accomplishments, and trust to the future and its necessities for a greater membership. The financial condition of this Association is the best ever reported.

Bert A. Boyd read the treasurer's report and President Taylor appointed the following committees: Resolutions: H. H. Dean, E. K. Solash, William Bosley, D. W. Donavan, John H. Shiatt. Auditing: Fred Miller, P. M. Gale, Frank M. Witt. Nominating: A. B. Coy, George Shoemaker, Elmer Hutchinson, John T. Higgins and J. J. Glaska.

### INCOME AND EXCESS PROFITS TAXES

Mr. Rhinehart, trust officer and attorney of the Washington Bank & Trust Company, discussed the tax situation as follows:

Now there are six situations that you may find yourself in. I suppose there is no one here in business without invested capital, but there are three situations on the provision where there is no invested capital. You may be an individual without invested capital. You may be a partnership or corporation without invested capital. In this case your tax is based on a different proportion.

There are three situations if you have invested capital. You may be an individual running a business, you may be a partnership, or you may be a corporation. If you are an individual you have a different set of rules. You are subject to the income tax according to the laws governing individuals.

If you are a partnership in addition to the income tax you have to make an excess profits tax. If you are a partnership you do not have to make a report unless you have \$6,000 net earnings unless specifically requested. If you have \$6,000 net income for the year you must make a report.

If yours is a corporation, you must make a report whether it has net earnings or not. If you lose \$5,000 you must make a report and show that you lost \$5,000. If you made \$5,000 profits, you must show that in a report. In addition to that you have to pay an excess profits tax.

If you are an individual or a partnership you are entitled to draw from your business a salary if you wish. It is taking it from one pocket and putting it in another, but nevertheless that is an actual charge against the business and a proper charge. After you

have paid your general expenses if you are an individual you are entitled to pay yourself a reasonable salary, whatever that may be and that is an expense to that business and after that expense is deducted, you are subject to the excess profits tax.

If you are a partnership the same proposition applies. If you have two partners in the firm and both partners are giving all their time to the business that partnership is chargeable with a salary to each of those partners and that should be deducted by the partners from the earnings of the partnership before you get your net profits, then your net profits above \$6,000 are subject to the excess profits tax, and in addition, each partner must give on his individual income tax report the salary he gets from the partnership in addition to all other earnings we may receive from other sources.

The question arises in your mind, what is net income? Suppose I spent \$2,000 on my elevator painting it and roofing it during the year, not new additions—you cannot deduct an investment—but if you repair it that is deducted, but don't forget that if you deduct your expenses you cannot deduct depreciation. That is not allowed. If you keep your machinery up there is no depreciation. You are entitled to either repair or depreciation, but not both. You are entitled to just as much loss as you charge off. If you are carrying an account on your books that you do not expect to get all or part settlement for, unless you actually charge that off your books as a loss you must carry it as an investment for what it is really worth and not what you think it might be worth. If you charge it off as a loss and then the man pays it then it is a profit and should go into your net profits report.

### Questions and Answers

At the close of the year you have a certain amount of grain on hand. How are you going to arrive at figuring whether you have a profit or loss? As far as the income tax is concerned, you take your inventory at the beginning of the year and then you add your purchases and subtract your sales.

Suppose a man has a business worth \$50,000 and he incorporates it for \$100,000 and issues that stock and trades it to his company for stock. He gets \$100,000 worth of stock instead of \$50,000 worth of wheat. Has he made \$50,000? He hasn't made anything. He traded \$50,000 worth of wheat for \$100,000 worth of stock and we won't make anything until he sells that stock.

What about storage charges on unsold grain? That is an expense. Any charges that you have to pay, storage charges that come due or any expenses you have to pay is chargeable.

Is the premium on life insurance policies that you pay an expense? That is not a deduction, but an investment.

Are undivided profits considered an investment? They are, if left in the business. If it is set aside for dividends it is not.

Is borrowed money considered invested capital? No, only the money you actually have in the business.

What do you consider a fair rate for depreciation? That must be based upon the actual facts in each case.

### LEGISLATION

Percy E. Goodrich, president of the National Association, spoke on "Legislation Involving the Interests of the Grain Trade," as follows:

I am very much obliged to the previous speaker for handling the railroad lease matter, because he did it much better than I could. I don't know whether there is anything to be added. This bill has been introduced to the House and we have had a hearing before the committee to which it was referred. I think it is one of the most important bills to us people who are compelled to lease railroad ground than anything that has ever interested the grain trade. I think in the main the grain shippers are treated fairly in this matter, but I know that in the past two or three years when new leases have been made on practically all railroads the rental has been raised from 300 to 1,000 per cent in some instances. Where \$5 or \$10 was a rental before I know of instances where they have raised it from \$100 to \$200 a year besides signing a lease which will take away all your rights. It will give us all a square deal.

The other bill that we have introduced in the Legislature I think is important in a great many cases and that is the Weighmasters Bill, House Bill No. 30, to legalize weighmasters in your elevators. There is no country elevator man here but has had at some time or other during the year some question raised about his scales. I think it would clear up a great many misunderstandings between the elevator owners and farmers if this bill did nothing else, but you all know that when we go to file a claim against the railroad companies we have to make an affidavit as to the correctness of the weight. If our weighmasters are qualified and recognized as authoritative weighmasters by the state we would get away from that trouble. It does not mean so much to the man who has only one elevator but it means a good deal to our members who have two or three elevators. It would legalize the weighmasters at stock pens and at different towns and markets and give the man who does the weighing an authoritative position and it would be a benefit in that way to the stock shippers, in fact to anyone that ships produce.

The bill also provides for inspection of scales and for inspectors to inspect the scales and this is very important. The State Inspection Department as now constituted can't possibly test all the scales in the state. There will be a moderate fee charged for this service but I think that it is invaluable to use—that our weights be above challenge by anybody and if we have a state department that has enough equipment so that we can test our scales, it will be a great benefit to us.

The Association and its Legislative Committee, especially urges you to see your representatives of the Legislature about these two bills.

It is important for another reason, this Weighmasters Bill. You have all received notice of this wonderful Order No. 57 that our Railroad Administration has recently put out. It takes away practically all chances we have for collecting a decent claim. If you haven't read it you should all read it and then write to your Senators and to your Representatives to use their influence to get this order rescinded.

As I understand it we are absolutely responsible for the condition of the car when we load it. If we use a faulty grain door and it leaks through, under, over, or through the end, we have no claim at all. They say so in plain words and we have had two claims turned down on that ground. I can't see a bit of justice in this order and I believe every member in this Association ought to write your Representatives and insist on having this order annulled.

In this order No. 57 there is one little thing in our favor. The railroad company must furnish the nails



and burlap and lumber and if they don't have it your local agent is compelled to buy lumber and furnish it to you.

## CO-OPERATION BETWEEN GRAIN DEALER AND FARMER

E. E. Elliott, in speaking of Co-operation made the following comment:

The building of country elevators went steadily on until now the country is dotted with cupolas of these grain institutions in most every direction you may look.

What is the result? Farm lands have advanced to wonderful price. Beautiful homes have been built, churches and school-houses and small towns have sprung up where these elevators have been located.

Compare this, if you please, to places where the markets are far off, or where for some reason the grain must be hauled a distance or shoveled into a car, or fed on the farm and what will you find?

Land higher? No, sir. Although equal in fertility and just as much per acre can be produced, the market cuts the figure every time. Hogs higher? No sir. Cattle higher? No, sir. Same reason. Stock feed higher, fertilizer higher? Yes, sir, the same reason.

Gentlemen, I sincerely wish the fellow who is advocating direct buying and selling knew the injury he is doing to the farmer. If it was the fact that each farmer raised 1, 2, or 3 equal cars of wheat, corn or oats, or if it was a fact that all the wheat, corn or oats in one locality was the same grade, or if it was the fact that there would be no railroad claims, or if there were never any change in grading the grain, if the weighing system of all of our markets was perfect, or if the car never fell in bad hands, then there would be some argument for direct shipment of grain.

But as long as it is impossible for the farmers to raise the exact amount of grain, or the neighborhood the same grade of grain, some one farmer must pay the bill for the rest.

## WEDNESDAY MORNING SESSION

George James of the Big Four Railroad spoke of the importance of preserving grain doors.

## THE FOOD ADMINISTRATION

A. E. Reynolds spoke at length on the "Food Administration—Its Present Status and Future Purposes." He spoke of the accomplishments of the Food Administration, paying a high tribute to its efficiency and said that while the Food Administration dissolves automatically with the declaration of peace, the Grain Corporation, which was formed by special act, persists until dissolved by the President. He hoped that the Grain Corporation would have the handling of the 1919 crop. Of this he said:

Now we come to the 1919 wheat crop. The President had the authority, by proclamation, to extend the price fixing functions and guarantee the price of 1919, but he did not guarantee \$2 or any other stipulated fund to the farmer, but he did make this guarantee, that the farmer should have a reasonable price based on fixed prices at zone centers, the prices being the same as 1918 at the centers. He began at zone centers: Chicago, Philadelphia, New York, Kansas City, St. Louis, Minneapolis, Boston, and from that point worked back to the farmer stating that based on these prices, the same prices as were fixed at the zone centers in 1918, working back to the farmer, he should have a reasonable price and there comes in one of your troubles. You thought you were seriously interfered with in the handling of the 1918 crop. There we had to begin at the farmer and go up, but you now begin at the zone center and go back, hence the Government will be all the more inquisitive, since it says the farmer must have a reasonable price.

Now we approach the question as to how this guarantee is to be made good. Suppose we have \$2.26 in Chicago for wheat and the farmer that you are buying from must have a reasonable price based on \$2.26. Our friend, the railroad people, fixed the rates on freight. Our commission men fix the commission, our elevators fix charges there. It is left to you, unless some other agency is provided to determine how you can defend yourselves on paying a farmer \$2.05, \$2.08, or \$2.10 and take a stipend for yourselves of 3, 5, or 8 cents a bushel. The burden is all on you and will be until some agency is established to determine what will be a reasonable profit for you and thus make good the President's proclamation, because the President's proclamations are not to be tampered with, and you know the tendency is not to be extremely liberal to business in favor of the farmer. I am not decrying the fact that the public is looking out for the welfare of the farmer. That is all right, but in the meantime, I feel that the country grain shipper is somewhat between the upper and lower millstone and is going to be ground fine.

After Charles A. Ashpaugh had said a few words on "Transportation," the Committee on Resolutions presented its report, which was adopted, including: Opposition to increase in wire rates; allowing members of the Board of Managers to supply substitutes at the meeting, selected from the membership; favoring the Railroad Lease Law and the Weighmaster Bill; opposing Railroad Order No. 57; a memorial to the dead; disposing of a war fund of which \$659.17 remains; the following:

Whereas, The Food Administration, Grain Corporation, is seeking a solution of the problems incident to the Government's guarantee of wheat prices for the 1919 crop, and

Whereas, We have been solicited to suggest plans for consideration by the Grain Corporation in its efforts to solve the problem, Be it

Resolved: That we favor the plan that will permit the grain and milling trade to buy and sell wheat on a competitive basis, governed by the legitimate rules of supply and demand, and it is our opinion the plan when worked out should provide for the payment through proper agencies in each county, such as national and other banks, of the difference, if any, between the price actually realized by the farmer and the basic price they should be entitled to under the Government guarantee; that this payment should be made upon properly authenticated certificates issued by licensed buyers, and that provision should be made for payment as near to the producer as possible.

Resolved, That it is the sense of this convention that the proper governmental authorities should pro-

vide reasonable storage or other guaranteed compensation to farmers for withholding from the market surplus stocks of wheat that might, if moved rapidly, from the threshing field as they have under fixed prices, cause a congestion of stocks in terminal and other markets; Provided, however, if the authorities provide for the unrestricted price and movement of wheat on a competitive basis governed only by supply and demand, and if the storage of wheat for indefinite and unrestricted periods of time is provided for or permitted, there will be no necessity for providing specific compensation for the farmers as the price, unrestricted and unregulated, will doubtless fluctuate and ultimately advance sufficiently to justify the farmer in holding his surplus in anticipation of compensatory profits, as the result of the unrestricted operation of the rules of supply and demand.

Resolved, That the secretary is hereby instructed to transmit a copy of the foregoing resolution to the Food Administration, Grain Corporation and A. E. Reynolds, as a member of the Advisory Committee of said Corporation, and a copy to Hon. Asbury S. Lever, chairman of the Committee on Agriculture, of the House, before which Committee certain measures involving the subject matter of these resolutions is pending.

## NEW OFFICERS

The Nominating Committee made its report which was adopted, the following officers being declared elected: President, Bennett Taylor, Lafayette; vice-president, H. W. Reiman, Shelbyville; Board of Managers: P. E. Goodrich, Winchester; and N. O. Davis, Michigantown.

## MICHIGAN DEALERS MEET

Interesting discussions on problems confronting the grain and hay trade during this reconstruction period featured the midwinter meeting of the Michigan Hay & Grain Association held at the Cadillac Hotel in Detroit on January 16. The delegates were indeed pleased to listen to addresses on vital subjects by top-notchers including P. E. Goodrich, president of the Grain Dealers National Association; Samuel Walton, president of the National Hay Association, and Geo. S. Bridge, ex-chief of the Forage Branch of the Quartermaster Corps. An enjoyable banquet was held in the evening accompanied with musical numbers and presided over by Toastmaster Dexter who called upon prominent delegates for impromptu talks.

Upon calling the meeting to order President Ryon appointed H. D. Jeffords, A. R. Thomas and W. Babcock on the Resolutions Committee.

George S. Bridge then addressed the meeting on "Our Government and the Hay and Grain Trade" in which he gave a short history of the plans on which the Government worked in supplying the army with forage. He stated that inasmuch as the Government reimbursed the contractors for their outlay in compressing hay after the signing of the armistice which terminated the Government contracts he saw no reason why the guaranteed price by the Government to the farmer for the wheat crop of 1919 should not be terminated as well on some equitable basis. The farmer might be reimbursed for any loss he sustained in planting extra acreage, but in no sense should it mean paying him an anticipated profit. The war being over the people should not be compelled to pay war prices for bread. Immediate action, he believed, would result in planting other grains than spring wheat which would correspondingly increase the production of livestock and other farm products needed to help cut down the high cost of living.

He pointed out that increased farm production is the one thing that will increase a nation's wealth, that this will help pay off our national debt and it is up to this and similar associations to stimulate the "back to the farm movement" with better farming and increased production and as the nation's wealth increases through larger production of farm products the prosperity of the handlers of these commodities increases in a direct ratio. He believed the world is looking to us for a great part of its food supply and it is up to us to meet the situation.

A discussion followed during which Mr. Bridge stated that the inspection of hay at army camps would continue and when the inspection is inefficient attention should be brought to the Quartermaster General.

The Association favored the adoption of Government rule covering the adjustment of differences in case of rejection. It was urged that shippers specify in contracts the market difference should hay not grade. It was suggested that the Association discuss this at its annual meeting.

It was announced that the 26th annual convention of the National Hay Association and the 16th annual convention of the Michigan Hay & Grain Association will meet at the Hotel Statler, Detroit, July 15, 16 and 17, 1919.

## ADDRESS BY P. E. GOODRICH

P. E. Goodrich, president of the Grain Dealers National Association, addressed the meeting. He first reviewed the progress of the last century reminding us of our obligations to the past and then said:

The stupendous world's war that has just ended was not for the present time only, but for right principles and for generations yet to come, that nations might live secure and their citizens enjoy more liberty as the result of that titanic struggle.

We, who took no part in the conflict, owe to each

Allied soldier our life time thanks. They acquitted themselves nobly and their valor will be perpetuated in literature and art for succeeding centuries. What they did in war we should emulate in peace, and we must not be satisfied by throwing our hats in the air and cheering as the boys come marching home, but rather we should "throw our hats in the ring" and each of us in our small way do all within our power to get business as well as our soldiers "back home."

These have been trying times, old usages have been swept away and new methods forced upon business in order to win the war. The Grain Dealers National Association and its affiliated organizations have gone the whole way and made every sacrifice. Those in authority have asked our officers and members, who have given their time and talents unselfishly and with glad hearts. The trade as a whole has surrendered its business, the work of a life time, generously, saying, "Here we are, use us." We have willingly consented to lessen profits, stringent regulations, lessened opportunities, quadrupled our office work, making out numerous reports, furnished detailed statistics over and over again to different departments of the Government, which as far as we could discern were of no essential value. We did all this and, I am sure, rightly so.

But now that the war is over and the army and navy are coming home and our duty in that line is practically done, we have a most important duty just before us in assisting to get the country back to a safe and sane basis and wrest it from the many harassing features that have surrounded it.

A sample of what we may expect from the Government at Washington was the recent ruling taking over the underseas cables after the war was over and the more recent telephone regulations, almost revolutionary in character, that will put a greatly added burden on the business of the country by increased rates and cripple, if not ruin the smaller exchanges by making charges so low for the purpose of promoting gossip after sundown that two to four times the help would be needed for night service than is now employed.

We must be alert to our interests and do our bit in helping to counteract the socialistic tendencies in our Governmental affairs at the present time. If we fail in this, we may awake some fine day to find all the great public service and transportation companies thoroughly saturated with political incompetence, if not downright graft.

Every individual member of the Michigan Hay & Grain Association, as well as every citizen, owes it to himself to oppose any and all these things.

During the war we were estopped from any opposition to anything the Government wanted to do to win the war and rightly so, much as we doubted the wisdom of some of the things done. But that time is passed and we now owe a duty to our people to oppose all such attempts to fasten these policies as permanent on our Government. We are cowards and have no right to complain afterwards if we do not use all honorable means within our power to hasten the day when the railroads will be turned back to their owners and the Interstate Commission be again empowered to supervise or promulgate rates with such modifications of old practices that pooling may be permitted and good services be assured the people, who pay the freight and are entitled to the very best service possible for the price paid. Return the telephone and telegraph lines to their owners, permitting consolidating wherever the service and economy of operation will justify. This, we believe, can be done without any advance in toll rates.

We should take a positive stand in Washington to discontinue all interferences in the grain and allied trades at once with the exception of wheat. This, of course, must be handled under the Government control on account of the fixed price for the 1919 crop. We should urge that the Grain Corporation be continued in control and have full power over the marketing of the coming wheat crop.

If we do less than this we may see our honorable business so restrained and Governorized that we may not in a short time, recognize it as our vocation in life.

I am not a pessimist, but I do say a real danger confronts us and as "eternal vigilance is the price of liberty," so it is true, if we do not look after our own affairs, no one else will.

Let your member of Congress know how you feel about these things. They are anxious to listen to the folks back home. You owe it to them to advise them relative to legislation of interest to you. The fact that for the past few years organized labor has fared so well is largely because they work at the job continually. They keep in Washington a body of capable men, who are continually watching for legislation not favorable to them as well as urging on Congress the passage of laws in their interests. Besides this each individual member is an active propagandist. In season and out of season, he proclaims what he believes in, and always has the courage of his convictions and when election day comes, casts his ballot for the man or party that favors him. Thus they get results.

I want to assure this splendid Michigan Hay & Grain Association that now as always, the Grain Dealers National Association is ready to serve you. Secretary Quinn and his capable office force are at your service to do for you the things you want done. Let us go from here resolving to uphold our organization and give to it our loyal and enthusiastic support at all times. Do this and it will not fail you. Soon the doubts and fears will vanish and the grain trade will again regain its old functions as one of the business bulwarks of the nation.

Mr. Goodrich then suggested that the Association go on record protesting against the new change in telephone rates to go into effect February 12; as the bill passed made in reality, an increase instead of a reduction in toll rates.

Mr. Quinn stated that the Telephone and Telegraph Committee of the Grain Dealers National Association, with Mr. Jenks at the head, kept in touch with Postmaster General Burleson, protesting in favor of the grain dealers. Mr. Reynolds is also assisting in the matter at Washington.

A motion was made and seconded that the secretary be authorized to send a telegram to Postmaster General Burleson and to Michigan senators protesting against the new rates.

President Ryon talked on the membership campaign resulting in 21 new members joining, and giving Mr. Carpenter, chairman of the committee, much credit for its success.

Samuel Walton, president of the National Hay



Association, in a few remarks stated that the country was ready to abide by the rules and regulations made by the Government to help win the war, but now that it is over the hay and grain trade should be relieved from the restrictions. He pointed out that the demurrage rates should be reduced to possibly \$1 a day, and believed that there should be private ownership of railroads under the Government regulation.

A motion was made and seconded that the Transportation Committee co-operate with the National Industrial Traffic League to have the demurrage rule changed, giving 48 hours free time with a charge of \$1 per day for the following four days and \$3 per day thereafter.

Charles Quinn, secretary of the Grain Dealers National Association, spoke on "How Reconstruction Will Affect the Hay and Grain Trade." He referred to some of the problems that have arisen since finishing the war; especially that of socialism versus democracy—the former demanding Government ownership of producing interests, the latter standing for the private rights of the individual.

He dwelt upon action of the Railroad Committee at Washington trying to load everything upon the shipping interests before giving the railroads back to the owners; upon the success of Mr. Goemann in getting the 2-cent rate increase, and Order No. 57, covering loss and damage claims, suspended.

He reviewed the work of the National Association to prevent legislation upsetting the milling in transit rates as it would compel many mills to go out of business, and its efforts to put into effect uniform contract and confirmation blanks to be used by everyone so that the buyer and seller will always know what to expect. He also stated that the Association is trying to prevent railroads forcing leases upon the shipper making him liable for any loss through fire or other injury to the property.

He stated that Mr. Reynolds, chairman of the Legislative Committee, a staunch supporter of private ownership of railroads, is in Washington and on the job at all times finding out what is going on in Congress and trying to get for the trade the trading privileges it enjoyed before the war.

The big problem confronting us, he stated, is the handling of the 1919 wheat crop and as the surplus was intended for the Allies they ought to bear the burden.

Secretary Graham discussed the Michigan rates and the action taken against the high level of rates within the state and to points to and from Michigan in the advance granted the railroads, amounting to an increase of from 5 per cent to 25 per cent and in some instances as high as 165 per cent. These rates are being attacked for readjustment before the committee representing the National Industrial Traffic League.

H. D. Jeffords presented the following resolutions which were unanimously adopted:

## RESOLUTIONS

### Tribute to George S. Bridge.

Whereas, when our Government found it necessary to assemble an army for the defense of our rights and liberties, and

Whereas, it was just as essential that that army be supplied with hay and straw, as with arms and ammunition, and

Whereas, the Administration saw proper to appoint George S. Bridge, of Chicago, Ill., chief of the Forage Branch for the United States Army, clothing him with the power to buy, inspect and pay for all hay, straw or grain for our army's needs, and whereas, Mr. Bridge being a practical hay man, established such a system of governing the Forage Department that placed the large and small shipper upon an equal footing, giving both an equal chance to sell the Government, and

Whereas, the war now being practically over and our troops returning to their native soil and Mr. Bridge having fulfilled the duties of his position with honor and unbounded credit, and now that he has retired from the Government service, therefore be it

Resolved: That we, the members of the Michigan Hay & Grain Association, in convention assembled this 16th day of January, 1919, do hereby express our appreciation of the fair and just treatment accorded us in all our business transactions with the Forage Branch, while under the jurisdiction of Mr. Bridge, and on all questions pertaining to our business with the Forage Department, and submitted to him for consideration, he displayed rare and commendable judgment, rendering decisions that were satisfactory to all concerned, and we hope in the history of this war, his name will be accorded the recognition due him.

Resolved: That this resolution be spread upon the minutes of this meeting and that a copy be sent to Mr. Bridge, likewise, a copy to the Quartermaster General of the United States Army.

### Discounts for Low Grades.

Be it Resolved: That at a meeting of the Michigan Hay & Grain Association, assembled this date, that the National Hay Association, at their Annual Meeting in July, next, be asked to take up for consideration the question of discounts on grades of hay below contract, and see if some action cannot be taken to adopt the trade rule whereby hay arriving below grade sold, must be accepted at market difference of the grades at time of sale.

### Protesting Telephone Rate Increase

Resolved: That we, the Michigan Hay & Grain Association, in convention assembled, respectfully protest to Postmaster General Burleson against Government Order No. 2495, as we believe it impracticable and detrimental to the interests of our members whose business to a big extent is carried on by tele-

phone, for the reason that instead of a reduction in rate, it amounts to a decided increase, as applied to our business, and resolved further, that a copy of this resolution be sent as a night letter by the secretary of our Association to the Postmaster General, also, to our Senators at Washington.

## COUNCIL OF GRAIN EXCHANGES MEETS

The tenth annual meeting of the Council of Grain Exchanges at Chicago on January 16 was memorable for the reason that the life of the Council, threatened by the withdrawal of the Minneapolis Chamber of Commerce and the resignation of President John H. MacMillan, was indefinitely prolonged and the organization imbued with new life. The usefulness of the Council was endorsed by W. N. Eckhardt of Chicago, acting president, John Ballard of St. Louis, L. W. Forbell of New York, Lowell Hoit and Secretary John R. Mauff of Chicago. Attention was called to the fact that Marshall Hall of St. Louis, Hiram Sager of Chicago and H. M. Stratton of Milwaukee, representing the Council, were in Washington on important legislative matters relative to the manner of handling the 1919 wheat crop.

A uniform contract memorandum on the purchase of grain to arrive was presented by Adolph Kempner and approved as follows:

....., 19....

We herewith confirm purchase from you of.....

..... Cars ..... Bushels,

per 100 lbs.

At.....per bushel net.....

per ton.

less charges for car inspection, for weighing and for State Inspection: .....

.....Terms.

For shipments .....

Bill to Order.....

Notify .....

Subject to the rules of the.....

and the regulations and requirements of its Board of Directors. Off grades, if merchantable grain, to apply on contracts at market differences on arrival.

If any part of this contract remains unfulfilled at expiration, the buyer reserves the right, without further notice to the seller, to extend time of shipment, to cancel the contract, charging loss of the cancellation, if any, to the seller, or to buy same for seller's account.

Manifest errors excepted.

.....

Per.....

(Duplicate to read.)

Accepted and approved.

L. W. Forbell reported for the Committee on Nominations and the report was accepted, the following being named: President, William N. Eckhardt, Chicago; first vice-president, George S. Carkener, Kansas City; second vice-president, L. W. Forbell, New York; third vice-president, C. D. Sturtevant, Omaha; treasurer, John W. Snyder, Baltimore.

Executive Committee: F. C. Van Dusen, Minneapolis; John L. Messmore, St. Louis; Herman Ladish, Milwaukee; W. T. Cornelison, Peoria; Fred Mayer, Toledo.

## KANSAS DEALERS ADOPT IMPORTANT RESOLUTION

The Kansas Grain Dealers Association in a special meeting with the Topeka Board of Trade on January 15, passed the following resolution:

Whereas, the Director General of Railroads has recommended a five year experimental period of Government operation which would merely continue the present intolerable conditions in peace times, and

Whereas, the railroad executives have suggested that a Secretary of Transportation be added to the cabinet with absolute power over the railroads, thereby subjecting them to political influence continuously, and

Whereas, the operation of the railroads by the Government has proved very unsatisfactory to everyone, including the shipping, the traveling and the consuming public, as well as the railroad men and the owners thereof, and has resulted in ever advancing charges for transportation with little or no opportunity to be heard and the rendition on the part of the Government of a constantly diminishing service, and the complete disruption of the great railroad organizations which were created to serve the people primarily, with only a constantly increasing deficit in the national railroad treasury to show for overturning the work of a generation, demonstrating clearly that Government operation is not conducive to economic efficiency,

Therefore Be It Resolved, by the Kansas Grain Dealers Association: That we urge our Senators and Congressmen to vote for the speedy return of the railroads to their respective owners, and

Be It Further Resolved: That we recommend the prompt enactment of a law conferring upon the Interstate Commerce Commission, which is and has already been a non-partisan tribunal composed of highly trained men who are thoroughly competent to deal with the multifarious questions arising in the transportation field, the following powers to supplement those now conferred by statute:

First: Authority to supervise, regulate and control the issuance of all securities by railroads and other common carriers under its jurisdiction.

Second: The right to determine the propriety of building new lines of railroad and the construction of all extensions. The law should require the rail-

road company desiring to build such new line or extension to existing lines to secure from the Commission a certificate showing that public convenience and necessity would be subserved thereby.

The railroads should be given the right to purchase parallel or competing lines whenever in the judgment of the Commission the public service would be improved thereby.

Third: Power and authority to compel the joint use of all tracks, terminals and equipment whenever public convenience would be promoted thereby, and to fix the compensation to be paid for such joint use. This should include power to compel the unification of terminals and terminal facilities whenever found necessary.

The use of railroad property, such as right of way, etc., and the rental to be paid therefor, by shippers should be controlled by the Commission.

Fourth: Power to fix minimum as well as maximum rates. Today the Commission can only fix the maximum. Unjust discriminations are created by reductions in rates as well as by advances.

Fifth: Authority to require the adoption and use of a scientific system of cost analysis.

Sixth: Jurisdiction to hear and decide all wage controversies between employees and the railroads with full power to compel compliance with its awards.

Seventh: Provision should be made that all intrastate rate questions should be first submitted to the state commissions with the right of an appeal to the Interstate Commerce Commission where rates fixed by state commissions would unjustly discriminate against interstate commerce, and the Interstate Commerce Commission should have the right to order the removal of any unjust discrimination in rates, rules or regulations in such manner as it might find to be just and proper.

Where complaint is made to the Interstate Commerce Commission that existing rates unjustly discriminate against interstate commerce, the law should provide that a representative of the state commissions interested shall sit with the representative of the Interstate Commerce Commission in all hearings relative thereto, and they shall render a joint tentative report of their findings to the Interstate Commerce Commission, copy of which shall be served upon all parties appearing at such hearings, with the right to all parties to be heard on such report.

The state commissions should continue to exercise full and complete jurisdiction over all intrastate service matters.

Eighth: The membership of the Commission should be increased sufficiently to enable it to handle the various phases of the jurisdiction conferred and in such manner as it finds best adapted to the different questions under its control.

Be It Further Resolved: That a copy of these resolutions be forwarded to each Senator and Congressman urging that the additional powers therein suggested be enacted into law.

## COOPERAGE AND ARBITRATION

Henry L. Goemann, chairman of the Transportation Committee of the National Association, has prepared for the committee of shippers, in the controversy with the roads over loss and damage claims, two rules, one on Cooperage and the other on Arbitration, which he presents to the trade for full discussion. The rules are as follows:

### No. 1. COOPERAGE

Cars furnished by carriers for bulk grain loading shall be suitable for such loading, that is, grain tight and fit, or in such good physical condition as to require but little outlay of labor and repair material to make car suitable and fit.

Grain doors or grain door lumber of proper quality and dimensions shall be furnished by the carrier to cooper side and end doors, also other openings or crevices of cars used for bulk grain loading. Accessories such as nails, paper, cheesecloth, burlap or other similar material for calking or lining cars, required to prevent loss by leakage, shall also be furnished by the carrier for cars used for bulk grain loading.

In instances where the shipper makes the necessary repairs to cars and applies to same the grain doors and other cooping, the agent of the carrier must immediately inspect the car as to its fitness to safely carry bulk grain to destination and as to the efficient installation of the grain doors and other cooping conforming to the aforesaid rules, whereupon the agent of the carriers must at once issue to the shipper a certificate (form to be submitted later) which will be the shipper's authority to use the car for bulk grain loading.

Where coopered cars are furnished by the carriers as is now being done at certain places, certificates as to car's fitness to safely carry bulk grain to destination and as to the work done on the car must be issued to the shipper by the carrier the same as in the case of cars coopered by the shipper.

NOTE—The certificate must recite in detail the work done on the car and its condition at time of inspection by carrier's agent.

In the event that the carrier's agent refuses or neglects to issue said certificate, the carrier's liability shall be the same as though certificate had been issued.

### No. 2. ARBITRATION

There shall be established an Arbitration Board by mutual agreement between the carriers and grain trade associations, consisting of three members.

Two of the members of this Board shall be appointed by the Interstate Commerce Commission from names submitted by the carriers and grain trade associations, one from the list submitted by the carriers, one from the list submitted by the grain trade associations, and the third, who shall be chairman of the board, to be selected by the Interstate Commerce Commission.

The members of this Arbitration Board are each to receive an annual salary of \$6,000 and each is to be appointed for a period of five years.

Vacancies in the Board are to be filled by the Interstate Commerce Commission in the same manner as originally outlined above.

The offices of the Board are to be located in the City of Chicago, Illinois.

The Board is empowered to employ such help as will be necessary to properly conduct the work before it, and to secure proper quarters.

A charge of 10 per cent to be made against all claims that are filed with the Board, this fee being chargeable to the party against whom the decision may be rendered (either carrier or shipper).

Any deficiency as between the salaries and expenses of the Board and the amount assessed to be guaranteed and paid equally by carriers and grain trade associations parties to the agreement.

If a shipper complies with the foregoing rules and



therein described, or defined, and his claims are not paid by the carrier, he shall have the privilege of appealing from such decision of the carrier and refer such declined claim to this Board of Arbitration for settlement by signing a mutual agreement (form to be submitted later) that the award of the Board shall be final and binding upon both parties to the claim.

It is understood, however, that the shipper is not bound or compelled to install the facilities covered by these rules and regulations and nothing therein if not complied with by the shipper will prevent his taking his claim to the courts, and that all his legal rights will be retained by him as they may exist and were lawfully in effect.

## ILLINOIS DIRECTORS PLAN MEETING

The Directors of the Illinois Grain Dealers Association, meeting in Peoria on February 5, made tentative arrangements for the 26th annual meeting of the Association, which will be held in Peoria, May 6 and 7. A Convention Committee was appointed consisting of E. M. Wayne, Victor Dewein and E. E. Schultz. Messrs. Tyng, Dewey and C. C. Miles met with the Directors to find out how much time would be allotted the Peoria dealers to provide entertainment, as they wanted to make every minute count. Knowing the capacity of the Peoria bunch to afford entertainment, there is rare promise in this early interest.

The Directors also received seven new members into the Association and decided that fees for scale inspection should remain the same to members but that non-members should be charged \$5 for each scale tested and \$1.50 per hour for repair work. Another set of 20 50-pound test weights was authorized.

The coöperation and arbitration rules suggested by Henry L. Goemann were discussed and Wm. R. Bach was of the opinion that they might abridge the common law rights of members, so the following resolution was adopted:

Resolved, By the Directors of the Illinois Grain Dealers Association, That the Illinois Grain Dealers Association agree that in consideration of the prompt payment of the carriers of all claims for shortage, on all cars, whether clear record or otherwise, we will recommend the installation of good and efficient scales for weighing grain; keep them in reasonable repair, inspecting same at reasonable intervals; properly cooper all cars, properly set all grain doors; making suitable allowances, to-wit, one-eighth of 1 per cent on all claims based on clear record cars as a matter of compromise, but not as an admission.

That, if the carriers will not allow and promptly pay all claims after all such precautions are observed by the shipper, we are absolutely opposed to making any agreement with the carriers, relying solely upon the legal rights guaranteed by constitution and laws of Illinois.

A resolution was passed condemning Railroad Order No. 57.

A committee consisting of Lee G. Metcalf, J. H. McCune and F. J. Horner was appointed to keep in touch with the 1919 wheat disposition and it was decided to have a meeting of the Association immediately before the crop is marketed to get the last word on the manner it shall be handled.

## MISSOURI DEALERS AT ST. LOUIS

The annual meeting of the Missouri Grain Dealers Association will be held at the Planters Hotel, St. Louis, on February 20 and 21. Subjects of no less importance than last year's are before the grain trade, and these will have a thorough discussion by leaders of the trade. The meeting promises a very large attendance. All who have attended Missouri meetings in the past are aware of their value in a business way as well as of the pleasure afforded.

## DECISION FAVORS EXCHANGE

The Interstate Commerce Commission holds that demurrage charges assessed on shipments of grain at Manchester Yards, Pittsburgh, were unreasonable and has ordered reparation to be made on or before March 15, says the *Hay Trade Journal*. The complaint was filed by the Grain and Hay Exchange of Pittsburgh in behalf of the number of dealers in grain and hay at that point against the Pennsylvania Company. The decision involves the practice at the Manchester Yards with reference to transit and track grain. The cars containing transit grain are not subject to demurrage charges if an order to place the car at the elevator is given within 24 hours after the first 7 a. m. following the notice of the arrival of the cars at that yard. Grain can be handled as transit grain, says the report, even though it goes through an elevator for the purpose of being weighed only and is then reloaded and reshipped. The carriers have, however, a further tariff provision which provides that grain in bulk, viz.: Wheat, corn, oats, barley, or rye, may be delivered to elevators named for the purpose of weighing only, when the consigned orders are furnished by the consignee at the time the grain is ordered to the elevator. This provision the Commission construes as merely permissive and optionally alternative and in no wise modifying the transit provisions or denying the benefits thereof to shippers who comply with the requirements thereunder. This provision would be controlling, says the report, only in cases in which transit requirements are not observed.

## COMMERCIAL STORAGE AS REVIEWED BY JULIUS H. BARNES

On this general point of commercial storage, I want to make this record clear.

The total licensed elevator capacity of the country is as follows:

	Bushels
Country elevators .....	521,000,000
Mill elevators .....	150,000,000
Terminal elevators .....	262,000,000

Total theoretical capacity.....933,000,000  
Our own detailed records show that, on October 31, 1918, there was in store in all these agencies:

	Bushels
Wheat .....	290,000,000
Other grains .....	184,000,000

Total .....474,000,000  
While the aggregate high points reached at any time during the crop season, in each grain, footed together as an aggregate, would have totaled, had they occurred at the same time, 519,000,000 bushels.

The largest actual storage, as compared with the theoretical capacity of these various classes, under our record, is as follows:

Country elevator .....	29%
Mill elevator .....	58%
Terminal elevator .....	68%

It is impossible to use the full theoretical capacity of any elevator; certain working space must be kept not only for wheat but for the other grains, or the commercial life of the community is choked. A careful survey of this has convinced us that the following is probably the maximum capacity of the present storage facilities of the United States:

	Theoretical bushels		Actual bushels
Country elevator .....	521,000,000	50%	260,000,000
Mill elevator .....	150,000,000	75%	112,000,000
Terminal elevator .....	262,000,000	75%	196,000,000
	933,000,000		568,000,000

Actually, approximately 570,000,000 bushels of grain can be stored in the present facilities of the country, without interfering with the normal current flow. Since it is evident that at least 170,000,000 to 180,000,000 bushels represents the normal flow of other grains, it is probably true that not exceeding 400,000,000 bushels of wheat can be stored at any one time in all the storage facilities of the United States. The importance of so utilizing storage that the current handling of other grain is not checked is shown by the figures of the first six months of this crop-year. There passed through the elevator facilities of this country a total of all grains, of 2,531,000,000 bushels, while the storage at the high point was only about 480,000,000 at any one time. The disaster that would follow choking those current grain-handling facilities is well shown in any consideration of these figures.

## WHEAT CROP OF THE WORLD

The Bank of Manhattan Company of New York recently issued a survey of the world's wheat production. This is based on normal conditions which do not exist at present, but may be approached next year:

Russia leads the world in both acreage and production, but owing to low yield (10 bushels per acre) her lead in production is slight. The main wheat belt is located in the South and Southeast, divided into spring and winter wheat. Of the former, Russia is under normal conditions the world's greatest producer. Wheat is the cash crop of the Russian farmer, nearly one-fifth of the harvest being exported.

The United States normally produces slightly less than one-fifth of the world's wheat, ranking next to Russia and occasionally exceeding that country. From one-eighth to one-fourth of the crop is ordinarily exported. The development of the Western and Northwestern plains, where climatic conditions are peculiarly favorable, has enabled American wheat producers to keep pace with the rapid increase in population. Among the crops of the United States wheat customarily ranks third in acreage and fourth in value.

India: Wheat ranks third among the crops of India following rice and grain sorghum. Three-fourths of the wheat is produced in the northwestern provinces. It is usually sown in October, harvesting depending on the temperature of the succeeding winter. Much Indian wheat is grown under irrigation.

Argentina ranks fourth in world wheat acreage. Until 1877, however, not enough wheat was produced for home use. Now, with a yield of but 10 bushels per acre, more than half of the acreage is exported. The flat land, fertile soils and a favorable climate more than offset the extremes in weather characteristic of the Argentine.

France is such a large consumer of wheat that although in acreage and production second only to Russia among European countries she requires considerable importation. The normal acreage yield in France is high (20 bushels per acre) and the crop is produced mainly by small landowners cultivating intensively.

Austria-Hungary before the war was third among European countries in acreage and production and is

one of the three European countries outranking Russia in winter wheat production.

Italy is the only country having a large wheat acreage on rough land. About one-fourth of the crop is grown on mountainous land, one-half on hill land and one-quarter on plains. In much of the mountainous land the normal yield is as high as 14.5 bushels per acre.

Canada: Wheat is Canada's most important crop, covering 36 per cent of the crop lands, and forming 25 per cent of the value of all crops. Canada exports nearly one-half of its wheat production although it has the highest per capita consumption of any country in the world—16 bushels.

## TWENTY YEARS OF EXPANSION

For a grain firm to hold on until it reaches voting age is not so unusual for many firms have done it, but when a firm in 20 years expands from a single small country house to nine well established and profitable stations it speaks well for the judgment, sagacity and integrity of the concern in question. That has been the history of the Lipscomb Grain & Seed Company of Springfield, Mo.

In 1898 the firm built an elevator at Liberal, Mo., and prospered. In 1907 the company was incorporated to handle grain, field seeds and coal. At present they have stations at Liberal, Winner, Ian-



LIPSCOMB ELEVATOR AT AFTON, OKLA.

tho, Minden, Hannon, Irwin, Bronaugh and Springfield, Mo., and the new house just completed at Afton, Okla.

Afton is on the Frisco Railroad and the new elevator has a switch to the door with a car sink as well as a wagon dump. The house is of crib construction, iron clad, and has a capacity of 10,000 bushels, divided between seven bins, four full length and three overhead bins. The handling capacity of the house is three cars in and out per day.

The house is unusually well equipped for its size. It has a Universal Cleaner; a Western Corn Sheller; an oat clipper and a cleaner for corn and oats. There is a wagon scale and a Richardson Automatic Scale. The wagon scale registers in the office which is in a building detached from the elevator opposite the road approach.

The electric power is supplied from the city, a 20-horsepower motor driving the main shaft, from which it is distributed by rope drive.

The elevator handles corn, oats, wheat, kaffir and hay, in addition to field seeds and coal. It has an ample storage house separate from the elevator and is destined to be about the busiest place in Afton.

## SPRING WHEAT IN ILLINOIS

Elevator operators of the Central States, may become more familiar with spring wheat in the near future. There are several reasons for this: First, the spring wheat mills, with their outlet to the Government restricted, will undoubtedly press the sale of hard wheat flour in regions formerly accustomed to soft wheat. As hard wheat has some advantages for bakers' use, principally because it absorbs a larger percentage of water and thereby cheapens the loaf, the soft wheat millers may be forced to mill spring wheat in competition with Northern and Western mills, or else act as jobbers in their territory for hard wheat flour. If the former course is pursued there will be a de-



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mand for spring wheat in Illinois, Indiana, Ohio, etc., and if it can be secured at the mill door the local mill will have the advantage over the importer who has freight to pay.

Second, experiments in northern and central Illinois show that spring wheat can be raised successfully, and is a good crop in case the fall-sown variety is winter-killed.

The Agricultural Experiment Station of the University of Illinois at Urbana, has tried several varieties of spring wheat which for a five-year average have yielded as follows: Illinois No. 1 (a hard spring wheat of unknown origin), 29.3 bushels per acre; durum, 24.6 bushels; marquis, 24.4 bushels; and red Fife, 21.4 bushels.

Turkey red wheat at this station yielded an average of 41.16 bushels, but the comparison is not complete, as in the rotation practiced the winter wheat followed immediately after the legume crop, while the spring wheat was the fourth year after. Also the soil was somewhat different.

At the station in DeKalb County in the northern part of the state, with the same rotation and soil, marquis wheat yielded 30.3 bushels in a four-year average, while Turkey red yielded only 26.3 bushels. So there does not seem to be much to choose between the varieties, at least in the northern part.

## RULINGS OF THE BUREAU OF MARKETS

### INSPECTION OF HEAVILY LOADED CARS WHEN RECONSIGNED

Dear Mr. ....: I have your letter of ..... quoting inquiry from ..... attorney and traffic manager for the ..... Grain Exchange:

"Will you kindly advise me whether or not it is permissible to ship a heavily loaded car of grain, accompanied by certificate such as provided for in Amendment No. 2 to Circular No. 70, issued by the U. S. Department of Agriculture, under date of June 20, 1917, to an interstate point at which point there is no Government inspection, or is such a shipment in violation of section 4 of the Act? Thanking you for an early reply, I am."

Amendment No. 2 to Circular No. 70. Rules and Regulations of the Secretary of Agriculture, under the United States Grain Standards Act, provides for the issuance of certificates covering heavily loaded cars only in cases of "in inspection." You will also note that subdivision 5 of this amended paragraph provides that no certificate of grade of the kind described in the paragraph shall represent the grade of the lot or parcel of grain described in the certificate after such lot or parcel shall have left the place of inspection for which the certificate was issued. You will understand, of course, that a heavily loaded car which was inspected "in" at ..... (an inspection point), and which was reconsigned to or through another inspection point could be shipped cut subject to inspection at such inspection point without further inspection at ..... This would not be the case, however, if the shipment were reconsigned from ..... to a non-inspection point without passing through an inspection point en route. In such case, if the grain (at the present time corn or wheat only) were sold, offered for sale, or consigned for sale by grade and shipped from ..... in interstate or foreign commerce, an inspection for that shipment must be obtained at ....., which under the regulations must be based upon a correct and representative sample and evidenced by an "out inspection" certificate. The "in inspection" certificate under Amendment No. 2 above mentioned would not suffice.

Very truly yours, CHARLES J. BRAND,  
Chief of Bureau.

### 4. LICENSED INSPECTOR SHOULD NOT EMPLOY A SAMPLER INTERESTED FINANCIALLY OR OTHERWISE IN MERCHANDISE OF GRAIN OR IN GRAIN ELEVATORS

Dear Sir: Reference is made to the conversation had by you with Mr. .... of this Bureau at the time of his recent visit to ..... concerning the failure to advise you specifically in regard to one of the matters brought up in your letter of ..... concerning the employment by licensed inspector ..... of ..... of a sampler at ..... who is also an employee of a mill at that place. It is understood that the wheat so sampled is purchased by and ground at the mill employing the sampler.

It is manifest that correct grading depends primarily upon the representative character of the sample in any case where the inspection is based upon a sample taken from the lot or parcel of grain to be graded. Section 12 of Regulation 2 of the Rules and Regulations prohibits the issuance of a certificate of grade by a licensed inspector in connection with any inspection and grading of grain unless based, first, upon a correct and representative sample of the grain.

Responsibility for the correctness of the grade assigned, which carries with it responsibility for the representative character and correctness of the sample upon which the grade is based, in the last analysis rests upon the licensed inspector. This has been the uniform holding of the Department. At the same time it is none the less the duty of the Department to refrain from approval of a practice which, if followed, might lead to incorrect application of the standards by an inspector, through inadvertence. Since the correctness of grade assigned is so greatly dependent upon the representative character of the sample which formed the basis for the determination of the grade, it is felt that it would be just as improper, from the standpoint of efficiency of supervision in the interests of correct and uniform application of the standards, to permit the drawing of samples for a licensed inspector by a person who is employed by a mill buying the grain as it would be to permit the inspection and assignment of grade to be performed by a licensed inspector likewise employed by such mill.

For this reason it is believed that no inspector holding a license to inspect and grade grain for which standards have been fixed and established under the Act should, in connection with the performance of his duties under the Act and the regulations, employ the services of a sampler who is, at the same time, "interested, financially or otherwise, directly or indirectly, in any grain elevator or warehouse, or in the merchandising of grain," or who is "in the employment of any person or corporation owning or operating a grain elevator or warehouse."

If Mr. .... has in his employ as a sampler a person who, at the same time, is otherwise employed in any capacity prohibited by the law to the inspector employing him or who is, at the same time, interested in a manner not permitted to such inspector, you will at once bring the views expressed herein to his attention, and advise this Bureau of his intentions with respect to the employment of such a person as a sampler.

Very truly yours, CHARLES J. BRAND,  
Chief of Bureau.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of January.

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,617,566	369,780	1,725,848
Corn, bus....	348,556	252,989	4,600
Oats, bus....	927,049	338,041	1,079,329
Barley, bus..	179,531	2,804	562,850
Rye, bus....	171,373	378,073	80,000
Hay, tons....	2,614	4,868	1,485
Flour, bbls..	667,455	291,931	208,899

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	3,552,000	331,000	2,535,000
Corn, bus....	7,958,000	5,797,000	3,133,000
Oats, bus....	6,606,000	5,682,000	5,975,000
Barley, bus..	2,714,000	1,287,000	919,000
Rye, bus....	1,343,000	148,000	75,000
Timothy Seed, lbs.	1,578,000	2,006,000	1,659,000
Clover Seed, lbs.	1,974,000	1,079,000	1,084,000
Other Grass Seed, lbs.	1,108,000	1,177,000	1,698,000
Flax Seed, bus.	131,000	50,000	.....
Broom Corn, lbs.	650,000	1,411,000	1,083,000
Hay, tons....	25,129	21,318	2,838
Flour, bbls..	622,000	457,000	412,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	241,875	192,425	.....
Corn, bus....	445,500	203,500	.....
Oats, bus....	292,800	182,400	.....
Barley, bus..	46,900	.....	.....
Rye, bus....	36,300	12,100	.....
Hay, tons....	11,990	.....	.....
Feed—All Kinds, tons	3,300	.....	.....

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	102,000	91,000	7,000
Corn, bus....	275,000	313,000	63,000
Oats, bus....	271,000	200,000	65,000
Barley, bus..	5,000	.....	22,000
Rye, bus....	66,000	38,000	44,000

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	9,281,153	512,420	85,545
Corn, bus....	.....	10,972	56,652
Oats, bus....	72,964	60,923	4,083
Barley, bus..	371,567	224,608	220,584
Rye, bus....	1,872,265	49,683	286,738
Flax Seed, bus.	215,567	87,105	1,203
Flour, bbls..	46,610	92,855	347,833

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,691,550	974,700	1,247,300
Corn, bus....	4,491,250	3,167,500	1,981,250
Oats, bus....	1,555,500	1,261,400	1,101,000
Barley, bus..	469,500	45,000	1,021,500
Rye, bus....	37,400	26,400	175,500
Hay, tons....	44,796	35,712	22,000
Flour, bbls..	47,450	54,925	17,484

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	.....	594,000	.....
Corn, bus....	.....	.....	86,130
Barley, bus..	.....	.....	209,615
Rye, bus....	.....	.....	9,883

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	81,250	55,000	35,000
Corn, bus....	2,536,250	1,835,000	1,532,500
Oats, bus....	758,600	847,800	320,400
Rye, bus....	17,500	12,500	7,500
Hay, cars....	203	112	.....

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,420,700	140,400	770,212
Corn, bus....	549,400	659,760	226,967
Oats, bus....	2,062,300	1,472,000	2,097,398
Barley, bus..	2,276,580	724,780	698,341
Rye, bus....	1,291,320	165,515	8,925
Timothy Seed, lbs.	30,000	360,858	105,523
Clover Seed, lbs.	221,776	565,879	101,297
Malt, bus....	22,800	87,400	101,569
Flax Seed, bus.	31,500	70,130	23,141
Feed, tons...	3,720	2,370	13,778
Hay, tons....	1,907	1,621	48
Flour, bbls..	62,070	49,860	266,070

**MINNEAPOLIS**—Reported by H. J. Craig, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	4,181,940	5,821,630	2,910,160
Corn, bus....	1,429,940	2,592,850	1,109,370
Oats, bus....	3,239,150	3,939,590	3,998,380
Barley, bus..	2,049,710	3,579,320	2,079,790
Rye, bus....	684,260	976,730	279,030
Flax Seed, bus.	557,740	533,250	166,310
Hay, tons....	2,333	4,791	445
Flour, bbls..	115,818	37,504	1,331,253

**NEW ORLEANS**—Reported by Geo. S. Colby, Chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	242	16	1,166,166
Corn, bus....	254	1,117	183,808
Oats, bus....	1,524	854	2,967,659
Barley, bus..	11	414	1,822,393
Rye, bus....	.....	46	487,739

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	2,227,100	.....	1,891,003
Corn, bus....	576,800	.....	339,843
Oats, bus....	3,826,000	.....	3,768,392
Barley, bus..	933,450	.....	479,070
Rye, bus....	177,500	.....	646,097
Timothy Seed, bags	.....	.....	6,391
Clover Seed, bags	4,543	.....	2,835
Hay, bales...	15,890	.....	8,130
Flour, bbls..	532,801	.....	*1,412,144

\*European relief delayed shipments.

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,400,400	820,800	985,200
Corn, bus....	4,366,600	5,514,000	3,186,400
Oats, bus....	2,280,000	2,070,000	3,585,400
Barley, bus..	725,400	156,600	2,132,000
Rye, bus....	176,000	104,500	397,800

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,985,442	612,817	1,445,300
Corn, bus....	84,545	198,174	1,117,987
Oats, bus....	1,190,077	1,022,092	2,140
Barley, bus..	212,278	83,131	1,818,340
Rye, bus....	115,000	4,281	1,264,174
Flour, bbls..	307,862	224,228	384,555

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	2,123,056	2,216,919	1,614,211
Oats, bus....	36,920	.....	4,066,448
Barley, bus..	.....	54,631	89,683
Rye, bus....	.....	37,292	107,448

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,820,515	760,887	1,085,310
Corn, bus....	3,346,200	1,754,450	1,690,420
Oats, bus....	3,250,000	2,114,000	1,926,880
Barley, bus..	203,200	89,600	34,170
Rye, bus....	13,609	37,400	21,820
Broom Corn—Local, lbs.	13,815	12,197	1,170
Thru, lbs....	3,522	1,993	40,370
Flour, bbls..	194,250	175,270	11,650

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, ctls..	126,126	.....	.....
Corn, ctls....	37,495	.....	.....
Oats, ctls....	33,194	.....	.....
Barley, ctls..	190,145	.....	.....
Hay, tons....	4,933	.....	.....
Flour, bbls..	91,023	.....	.....

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	197,400	139,600	52,930
Corn, bus....	308,650	198,000	106,860
Oats, bus....	508,900	573,600	330,320
Barley, bus..	17,900	600	309,500
Rye, bus....	65,700	10,800	13,570
Timothy Seed, bags	3,599	5,092	1,603
Clover Seed, bags	3,211	4,510	6,712
Alsike Seed, bags	883	1,047	11,504





## EASTERN

John Bransfield has disposed of his grain and feed business at Portland, Conn., to Philip Cohen.

A retail grain, flour and coal business is being conducted at Shippensburg, Pa., for the Shippensburg Elevator Company.

The Farmers Exchange Elevator at Myersville, Md., which burned some time ago, is to be rebuilt by John T. Gaver and his associates.

Capitalized at \$5,000 the Bessett & Ashby, Ltd., of Manhattan, N. Y., was incorporated to deal in grain, hay and feed. G. C. Kalle, J. J. Griffin and M. N. McDonald are interested.

M. Oldham Lewis is slated for the presidency of the Baltimore Fruit & Produce Association this year. He is senior member of the grain and hay receiving firm of C. M. Lewis & Sons of Baltimore and is a member of the Baltimore Chamber of Commerce.

Duck growers on the eastern part of Long Island, N. Y., have made plans to organize and to handle their own grain and feed eliminating the middleman, commission man, etc. The first meeting was held at Eastport and \$40,000 was subscribed. It is planned to build an elevator holding between 20 and 30 carloads of grain at one time.

## CANADA

The A. P. Slade Company of Sardis, B. C., is erecting a \$4,500 two-story grain elevator.

Plans are being made by R. E. McDonald for the construction of a grain elevator at Appin, Ont.

Plans have been made for the construction of a grain elevator at Winnipegosis, Man., this spring.

An elevator of 400,000 bushels' capacity has been built at Port Arthur, Ont., for the Northwestern Elevator Company, Ltd. The plant is operated by electricity.

The Dominion Government contemplates the enlargement of the Government Elevator at Port Colborne, Ont.—to double its present capacity by the erection of a new section with a capacity of 1,000,000 bushels. The Government has, no doubt, decided upon this increase of elevator capacity because of the tremendous congestion of grain in the past year.

The Kingston, Ont., plant of the Montreal Transportation Company will in a short time be closed down for an indefinite period of time according to a statement of L. L. Henderson, the firm's vice-president and managing director. The plant will not be moved. As soon as the new Welland Canal is completed and Kingston harbor dredged the elevator will again be put into operation.

## IOWA

The Hynes Elevator at Thornton, Iowa, has been purchased by Fred Christensen.

A farmers grain company is being organized at Tennant, Iowa, by the farmers in that vicinity.

The Armour Grain Company is building a grain elevator of 30,000 bushels' capacity at Luverne, Iowa.

A concrete elevator of 50,000 bushels' capacity is to be built at Davenport, Iowa, for the Purity Oats Company.

The interest of B. C. Horstman in the elevator at Toronto, Iowa, has been sold to August Willert of that place. Mr. Horstman has been in the grain business for 10 years.

The capital stock of the Farmers' Elevator Company at Mallard, Iowa, has been increased to \$25,000. T. C. Trough is president of the firm and John H. Heideman is secretary.

The Katzenmeyer Bros.' property at Iowa City, Iowa, including a grain elevator and mill, has been purchased by the Farmers Union. The plant has a capacity of 12,000 bushels and cost \$25,000.

Fred Haase has rented from Paul Peterson his elevator at Zearing, Iowa. He will conduct a grain and feed business with Roy Vinsel as his assistant. Mr. Peterson will go into the machinery business.

Gund & Sein have purchased the interests of the Rothschild Grain Company on the Atlantic Northern Railroad. These holdings include the elevators at Kimballton, Smith Lake and Elk Horn, an elevator site at Atlantic, Iowa, and a loading station at

Hansen Heights. The consideration was approximately \$35,000. The Rothschild firm still owns about 15 elevators. A grain elevator will later on be built at Atlantic by Gund & Sein.

An organization was recently effected by farmers around Cedar Falls, Iowa, to be known as the Co-operative Elevator & Stock Buying Association. The firm will either purchase or build a grain elevator there.

The A. J. Froning Elevator at Webster City, Ia., has been purchased by H. Spurgeon of Correctionville. Mr. Spurgeon has been discharged from the aviation service of the U. S. Army. When he enlisted he sold his elevator at Correctionville.

The Emerson Elevator at Jesup, Iowa, was taken over by the recently incorporated Farmers Grain & Stock Company. The firm is capitalized with stock of \$15,000 and consists of J. P. Freed, H. A. Kruse, J. F. Sherman and others.

## WESTERN

The Treasure State Grain Company has filed incorporation papers at Billings, Mont. Capital stock is \$50,000.

The Farmers Co-operative Exchange and Manufacturing Company of Yuma, Colo., is altering its plant there.

A bean plant and warehouse is under course of erection at Orchard, Colo., for the Orchard Farmers Co-operative Elevator Company.

Probably a 40,000-bushel elevator, flour storeroom and coal sheds will be installed at Reed Point, Mont., for the Occident Elevator Company.

A grain storage elevator, 24x24 feet, is being built at Medicine Lake, Mont., for the Lake Milling Company. Henry Lefring is president of the firm.

The announcement was made by C. O. Reynolds of the Redmond Flouring Mill of Redmond, Ore., that he intends to build a 10,000-bushel grain elevator there and double the present capacity of his mill.

The American Grain Production Company has been incorporated at Bellingham, Wash., capitalized at \$32,000. B. E. Owen, Robt. L. Campbell and C. C. McQuire are interested. The company will handle oats, wheat, barley, flax, etc.

The Husler Mill & Elevator Company of Salt Lake City, Utah, has made plans for the construction of a grain elevator of 250,000 bushels' capacity and a 1,000-barrel flour mill there. Work is to start as soon as plans are completed.

The Centennial Mill Company of Spokane, Wash., has resumed its plans for the construction of a 1,000,000-bushel elevator and flour mill. The plans were discontinued at the outbreak of the war. The Centennial firm operates mills and warehouses at Portland, Tacoma, Seattle, Wenatchee, Rearden, Sprague, Ritzville and Spokane.

A site on the water front at Young's Bay near Astoria, Ore., has been purchased by the Montana Union Society of Equity. It will build here a 2,000,000-bushel elevator. The work on the first unit, which will have a capacity of 500,000 bushels, will be started this year. A deep channel is to be dug to the site by the Port of Astoria.

## INDIANA

An elevator is being constructed at Geneva, Ind., for the Farmers' Elevator Company.

A certificate of dissolution has been filed by the Lebanon Grain Company of Lebanon, Ind.

A complete elevator is to be built at Columbia City, Ind., for Kraus & Apfelbaum of Ft. Wayne.

The present plant of McCardle & Page at Mott, Ind., is being replaced with a modern grain elevator.

A power corn grader and separator has been installed at Griffin, Ind., for the Price's Elevator & Grain Company.

Dan Baumbarten is president; Frank Johnson, vice-president, and A. A. Yordy, secretary of the Farmers Equity Union of Berne, Ind.

The elevator and coal yard at Selma, Ind., owned by Walter Small, has been purchased by Mr. Halter of Eaton. He took charge on January 1.

Capitalized with stock of \$30,000 the Craigville Grain, Hay & Seed Company was incorporated at Craigville, Ind., to operate the elevator there now

conducted by G. T. Burk of Decatur. The directors of the firm are: G. Gerber, David Klopffestine, A. Moser, John Barger, William Yager, Homer Fry and Oliver Dilling.

Farmers around Tocsin, Ind., are interested in the formation of a company to buy the plant now operated by the Studebaker Grain & Seed Company. The new firm is capitalized at \$20,000.

Articles of incorporation have been filed by Walter Lasar, Martin F. Scheele and Glenn A. Smiley as the Fort Wayne Elevator Company to operate at Fort Wayne, Ind. Its capital stock is \$15,000.

Hardin R. McQueen, Geo. E. St. Clair and William A. Ipes have filed incorporation papers at Indianapolis, Ind., as the Public Elevator & Milling Company. The capital stock of the firm is \$300,000.

Mr. Ruple's interest in the Flynn Grain Company's elevator at Earl Park, Ind., has been purchased by Roy Wilkinson, manager of the Wolcott Grain Company. He will move to Earl Park and manage the business.

The Boswell Grain Company of Boswell, Ind., has completed a new 45,000-bushel elevator equipped with two legs, automatic scales, new office and a 10-ton auto truck scale. The elevator replaces the one which was removed last spring. The firm will also build coal bins.

The elevator of the Reagan Grain Elevator Company at Reagan (near Frankfort), Ind., has been purchased by Foreman & Co., of Lafayette, Ind. The consideration was \$39,000. The Reagan plant is of modern construction with capacity of 50,000 bushels. It handles 6,000 bushels oats and 1,000 bushels corn hourly.

The capital stock of the Farmers Elevator Company at Franklin, Ind., has been increased to \$125,000. The Valentine & Valentine Elevator at Franklin has been purchased by this company for the consideration of \$60,000. The farmers concern will now operate both its own plant and the Valentine establishment.

## THE DAKOTAS

The elevator of the Hunting Elevator Company at Stickney, S. D., has been repaired.

The H. V. Turner Elevator at Madison, S. D., has been purchased by the United Milling Company of Minneapolis.

Additional cleaning machinery is being installed in the cleaning house of the Spaulding Elevator Company at Warren, N. D.

The elevator at Forestburg, S. D., has been purchased by L. C. Gibbs. Mr. Gibbs now owns and operates two elevators in that vicinity.

The Farmers' Elevator & Supply Company of Harrisburg, S. D., has made plans for the construction of a new elevator and crib warehouse.

Incorporation papers have been filed at Gayville, S. D., as the Farmers Union Co-operative Elevator Company. Its capital stock is \$20,000. Peter Mettel is one of the men interested in the corporation.

Plans are under way at Mitchell, S. D., for the organizing of a farmers co-operative association. If the plans materialize a grain elevator of probably 30,000 bushels' capacity will be constructed for the farmers.

W. D. Movius, John F. Zimmerman and Adolph Libus have filed incorporation papers at Casselton, N. D., as the Farmers' Co-operative Milling & Elevator Company. The firm is capitalized with stock of \$100,000.

Installation of machinery in the Freeman-Bain Company's new elevator at Aberdeen, S. D., is progressing rapidly. A large switchboard has been installed, the switches governing the motors which will operate the elevator.

The Farmers Union Co-operative Company of Yankton, S. D., has completed a new elevator of concrete construction at a cost of \$22,000. Chas. Frick is president; Wm. Nieland, vice-president; Dan Morrison, secretary-treasurer, and R. F. Jacobs, manager.

The Russell-Miller Milling Company has announced the completion of its 65,000-bushel elevator at Valley City, N. D. The plant is of concrete and steel construction; is motor driven and is lighted by electricity. Track Scales of 150 tons' capacity



have been installed. This addition gives the milling company a total storage of over 200,000 bushels wheat. The Barnett & Record Company had the contract.

Extensive improvements are to be made to the plant of the Farmers' Elevator Company at Watertown, S. D. A Link Belt Silent Chain Drive is being installed as well as new auto truck dump. Other general repairs are being made.

Farmers in the vicinity of Shindler, S. D., have organized a Farmers Co-operative Elevator Company and will, as soon as incorporation of the company has been completed, build a grain elevator there. The company has a capital stock of \$25,000, fully paid.

The Farmers Elevator Company of Rosholt, S. D., has made plans to increase the capacity of its present plant to 40,000 bushels. The stockholders have not as yet decided whether this is to be done by building a new plant or adding onto the present elevator.

#### MISSOURI, KANSAS AND NEBRASKA

A grain and feed business has been opened at Perryville, Mo., by S. W. Shuford.

A storage elevator is to be built at Aurora, Neb., for the York Milling Company.

A new elevator is to be built at Comstock, Neb., for the Farmers Elevator Company.

A new 10-ton scale has been installed in the Farmers' Elevator at Tamora, Neb.

A new elevator is to be built at Larned, Kan., for the Rock Mill & Elevator Company.

Possibly a 10,000-bushel elevator will be constructed at Odessa, Mo., for Van Meter & Co.

Possibly a new grain elevator will be built in the very near future at Wheaton, Kan.

The Newton Milling Company is enlarging its elevator and mill at Iola, Kan., near the Santa Fe.

In all probability a new elevator will be built at Carthage, Mo., for the McDaniel Milling Company.

A new warehouse has been completed at Sylvia, Kan., for the Sylvia Grain & Supply Company.

The Kellogg Elevator at Parks, Neb., has been leased by the Equity Exchange for the period of one year.

The Dalton Grain Company is succeeded in its business at Dalton, Mo., by the Farmers Elevator Company.

The Liberty Farmers Club is promoting the establishment of an elevator to cost \$50,000 at Armstrong, Mo.

The Farmers Co-operative Elevator & Supply Company now occupies new office and warehouse at Norwich, Kan.

The D. A. Atkins Elevator at Walthill, Neb., has been purchased by the Holmquist Grain & Lumber Company.

Capitalized at \$5,000 the Farmers Co-operative Grain & Mercantile Company has been incorporated at Ottawa, Kan.

G. W. Butterfield & Co. have disposed of their elevator at Humboldt, Neb., to the C. A. Cooper Company, millers.

The Jones grain, feed and coal business at Laclede, Mo., has been bought by the Laclede Co-operative Company.

The Farmers Union Elevator Company of Richfield, Neb., has equipped its plant with a new car loader, scales and hopper.

Probably a grain elevator will be built at Chesterfield, Mo., by L. Busch Faust, proprietor of the Swastika Farm near there.

Construction work will be completed on the new Bolin Hall Elevator at Liberal, Kan., in time for the plant to handle the 1919 crop.

The Farmers Co-operative Grain & Elevator Company has been incorporated at Williamsburg, Kan. Its capital stock is \$10,000.

The elevator at Tecumseh, Neb., which he has run for 30 years, has been sold by L. S. Chittenden to W. E. Evans of Barnston, Neb.

The Ravenna Mills of Ravenna, Neb., plan to build another unit equal in size of the elevator built last year of 50,000 bushels' capacity.

The Buhler (Kan.) Mill & Elevator Company has completed a 60,000-bushel elevator. The Burrell Engineering & Construction Company has the contract.

The contract has been let by the Elk City Feed Mills of Elk City, Kan., for the construction of a modern elevator of 15,000 bushels' capacity.

A 25,000-bushel elevator is to be built at Gering, Neb., for the Walrath & Sherwood Lumber Company replacing the one which burned a while ago.

The Moran Grain Company of Moran, Kan., has gone out of business. E. N. McCormack has purchased E. I. Hammel's interest in the Moran Grain Company of Moran, Kan., and the Bayard Grain Company, Bayard, Kan. Negotiations are under way between McCormack and the Farmers Union,

it is reported, whereby the latter will purchase the elevator owned formerly by the Moran Grain firm. If Mr. McCormack retains possession of the plant he will improve same; installing cleaner, etc.

A site at Bowling Green has been purchased by W. A. Magruder, manager of the Whiteside Elevator at Louisiana, Mo. He will build a grain elevator.

A 45,000-bushel elevator is to be built at Utica, Neb., for the Farmers' Grain Company. The Burrell Engineering & Construction Company had the contract.

The Hogan Milling Company of Junction City, Kan., will build two 25,000-bushel reinforced concrete storage tanks. The plant will be completed early this spring.

A farmers Union is being formed at Kimbal, Kan., and will build a grain elevator there. Jos. Spohr, Ansel Sample, Fred Malson, J. Ross and others are interested.

The Bennett Grain Company of Topeka, Kan., is reported to have plans under consideration for the erection of grain elevators along the Barton County & Santa Fe Railway.

The Bertrand Mercantile & Grain Company of Bertrand, Mo., has completed a new elevator of 20,000 bushels' capacity. The plant is equipped with a modern cleaner.

H. L. Jaqueth and H. F. Scheurich have purchased the property of the Galena Mill & Elevator Company at Galena, Kan. N. J. Ryan has retired as manager of that plant.

For the purpose of building a grain elevator to be conducted on the co-operative basis a company has been formed at Madison, Kan. W. C. Coffman is secretary of the concern.

Sterling L. Stewart has sold his Drexel (Mo.) Elevator to a company of farmers known as the Drexel Elevator, Mercantile & Manufacturing Company. Jno. Karr is manager.

The Liberty Milling Company was recently incorporated at Kansas City, Mo., by H. C. Nunn. It is the intention of the company to build a 2,000-bushel mill and a 400,000-bushel elevator.

Farmers in the vicinity of Beatrice, Neb., have made plans for the organization of a company which will either erect a new grain elevator or purchase one of the old line elevators.

The Houston Elevator site at Thayer, Neb., has been taken over by M. G. Koons and Homer Koons. They will build a new elevator on the site. The land was purchased from the Updike Company.

Luke Weekes has purchased a grain elevator at Omaha, Neb., which has a capacity of 100,000 bushels. The plant is being operated under lease by another company so he will not take possession for another year.

The Star Grain & Lumber Company of Princeton, Kan., has completed its elevator and installed machinery equipment, including a Hall's Distributor and Boot and Union Iron Works Sheller and Cleaner and manlift.

The Houston Elevator site at York, Neb., has been purchased from the Updike Company by C. G. Koons and his son, Homer. They will build a new elevator there which after completion will be operated by Homer Koons.

The Gooch Milling & Elevator Company of Lincoln, Neb., has completed an addition to its elevator in which it will install a Monitor Separator of 3,000 bushels' capacity per hour. A manlift is also being installed in the elevator.

The Columbus Roller Mills of Columbus, Neb., have erected a 35,000-bushel elevator of concrete construction with bin hoppers, a superstructure of cribbed construction, power unloading shovels, direct loading spout, cleaners, auto dumps.

The concrete grain storage plant of L. M. Blacker at Gardner, Kan., has been completed. The plant has a capacity of 22,500 bushels grain. The power is furnished by a 35-horsepower oil engine. A large grain warehouse was also built in connection with the elevator.

The Goerz Flour Mills Company of Newton, Kan., let the contract to the Burrell Engineering & Construction Company for the erection of six concrete grain tanks. Four already have been built and the additional tanks will bring the storage capacity of the mills to 300,000 bushels.

The W. S. Williams Elevator at Richter (mail Ottawa), Kan., has been purchased by the recently incorporated Farmers Co-operative Grain & Mercantile Company. The firm is capitalized with stock of \$5,000. F. L. Samson, E. A. Parks and J. S. Brunner are the incorporators of the concern.

A modern grain elevator is under course of erection at Galatia, Kan., for the Farmers Union Co-operative Association. The plant is 32½x30 feet and is 32 feet high. The engine room is 9x20 feet. The office, which is 12x14 feet, is built in the 20x40 foot warehouse. The plant is to be equipped with modern machinery including a 15-horsepower Fairbanks-Morse Engine with cistern and circulating

pump; a modern 1,500-bushel per hour automatic scale; controllable dump; a Fairbanks 10-ton Wagon Scale; rope drives and cleaner drive to be furnished with friction clutches; steel manlift and a No. 305 Eureka Cleaner.

#### SOUTHERN AND SOUTHWESTERN

The Rea-Patterson Elevator at Oologah, Okla., has been taken over by E. F. Young.

The Farmers Co-operative Union will build four tanks of tile construction at Ingersoll, Okla.

The Liske Grain Company of Canadian, Texas, has built a grain elevator at Cuyler, Texas.

W. B. Burns has sold out his grain and feed business at Big Spring, Texas, to J. N. Dale.

The elevator at Tyler, Texas, known as the Stephen W. Walker Elevator, is being enlarged.

The property of the Waco Fuel & Grain Company at Waco, Texas, has been purchased by I. G. Etheridge.

The Probst Grain Company of Beaver, Okla., will, during the year 1919, be under the management of B. F. Kennedy.

The Tin-Fin Grain & Brokerage Company at Dallas, Texas, has been taken over by the E. A. Johnson Company.

Efforts are being made to interest the farmers around Clinton, Okla., in the formation of a farmers' elevator company.

New office quarters of the Nelson-Russell Company of Mt. Pleasant, Texas, at Gilmer, Texas, are now in the Moughon Building.

The Oklahoma City (Okla.) Office of the Marshall Grain Company has been reopened. For the past 10 months it has held its offices at Watonga.

J. H. Pearlstone, M. Ramsey and E. L. Pearlstone have incorporated at Dallas, Texas, as the Dallas Grain Company. Its capital stock is \$10,000.

The capital stock of the Acme-Jones Company of Louisville, Ky., has been increased to \$60,000. The company conducts a grain, feed and flour business.

Frank S. Grosham, W. W. Deck and T. P. Lowe have incorporated at Guthrie, Okla., as the Sun Grain & Feed Company. Its capital stock is \$100,000.

The Woodward Grain Company's grain and coal business at Woodward, Okla., has been purchased by R. H. Pierson. Possession was given on February 10.

The Cozart Grain Company of Oklahoma City, Okla., is building a new grain elevator at Jericho, Kan. The contract for the plant has been let.

Guy L. Clubb has had erected for him at Goodwin, Ark., a modern rice elevator operated by a gasoline engine. The capacity of the plant is 20,000 bushels.

W. A. Willard, A. J. Alberton and J. C. Ancoin have incorporated at Houston, Texas, as the Southwest Grain & Hay Company. The capital stock of the firm is \$10,000.

The Hayes Grain Company's property at Fort Smith, Ark., has been sold by I. H. Nakdimen to a party of Kansas City business men. The consideration was \$25,000.

The Enid Milling Company of Drummond, Okla., is going to enlarge its elevator. The plant when alterations have been completed will have a capacity of 25,000 bushels.

Improvements have been made at Little Rock, Ark., plant of H. K. Cochran. He has installed three new legs, raised the cupola and added power shovels and receiving scales.

The Lexington Roller Mills Company of Lexington, Ky., has made plans for the construction of a \$60,000 elevator there. The plant will have a capacity of 150,000 bushels grain.

The Lenapah Grain & Hay Company of Delaware, Okla., has built a new 8,000-bushel warehouse replacing the plant which burned last December. The plant is operated by electricity.

The Kentucky Public Elevator Company has resumed operations in its new plant at Louisville, Ky. The old plant was burned two years ago and during the intervening time the company was out of business.

The Collin Mill & Elevator Company of McKinney, Texas, has made arrangements for erecting an elevator at Celina costing between \$20,000 and \$30,000. The storage capacity of the plant will be 30,000 bushels with hourly handling capacity of 1,500 bushels.

The building at Ft. Smith, Ark., occupied by the Cardin East Feed Company has been purchased by the Durrett Flour & Grain Company. J. H. Cardin has announced that he retires from that grain and grocery business and will be associated with the Interstate Grain Company which was but recently organized at Ft. Smith.

Thomas S. Laser is now in charge of the sales end of the Laser Grain Company at Clarksville, Ark., where it recently resumed business opera-



tions. The officers of the firm are: President, Sam Laser; secretary and sales manager, Thomas S. Laser; vice-president, Alvin Laser; treasurer and manager, Albert Laser.

## OHIO AND MICHIGAN

E. J. Reitzel, Dunbridge (r. f. d. No. 1), Ohio, is no longer in the grain business.

Efforts are being made to organize a Farmers Co-operative Grain Elevator Company at Berlin Heights, Ohio.

The Galup Elevator at Hamler, Ohio, has been purchased by an organization which was recently formed there by farmers of that community.

The Dayton Grain & Hay Company of Dayton, Ohio, has been granted a permit to repair its elevator. The estimated cost of the overhauling is \$4,000.

A. Schlientz has disposed of his elevator at Brookville, Ohio, to J. A. Klepinger. Mr. Schlientz has been in the grain elevator business at Brookville for 15 years.

The Farmers' Co-operative Grain & Supply Company organized at Bryan, Ohio, just before the outbreak of the war, is considering the construction of a grain elevator there.

Farmers have organized at Upper Sandusky, Ohio, as the U. S. Commission Company and will operate an elevator and conduct a farmers' supply business. Capital stock is \$50,000.

The plant of the Mt. Blanchard Farmers' Elevator Company at Mt. Blanchard, Ohio, has been equipped with a Fairbanks-Morse Engine. It will be used for running a new feed mill.

Farmers around Shinrock, Ohio, are interested in the formation of a company to conduct a co-operative elevator business. T. C. Williams is temporary chairman of the organization.

The A. C. Gale Grain Company of Cincinnati has practically completed the improvements in its elevator property at Fairmount, Ohio. The plant is fully equipped with facilities for drying and storing grain.

B. F. Turner, L. W. Scheid, H. Creulius, Albert K. Zorn, R. Beckwell, W. Scheid and C. H. Everingham have incorporated at Avery, Ohio, as the Avery Elevator & Grain Company. The capital stock of the firm is \$35,000.

A co-operative grain elevator company was recently organized at St. Johns, Mich., by the farmers in that vicinity. The firm is capitalized with stock of \$40,000 and Murrit Ridenour was elected president of the firm.

The old elevator at Hardin Station, r. f. d. Sidney, Ohio, has been turn down. The elevator was the first to be built in Shelby County and was completed on the day on which the Big Four made its initial run through Shelby County.

The Condit Farmers' Co-operative Company of Condit and Centerburg, Ohio, has purchased a site at Sunbury from C. M. Wheaton & Co., upon which it will build a modern grain elevator. The company expects to increase its capital stock to \$75,000.

Half interest in the grain business at Larue, Ohio, has been purchased by James E. Stayman. The LaRue business will in the future be conducted as Cook & Stayman. Mr. Stayman for three years has been with the St. Paris Grain Company of St. Paris, Ohio. O. W. Cook is the other member of the firm.

The New Era Grain Company was recently incorporated at Bowersville, Ohio, and will conduct a grain business on rather an extensive scale. The firm expects to build and operate a large and modern elevator. James Hite is president; B. A. Pendry, vice-president; L. S. O'Dea, secretary and treasurer.

Christian Koch and Ed. Moser have purchased from Earl C. Bear the elevator located at Hicksville, Ohio. Mr. Bear found it necessary to dispose of his plant because of ill health. Mr. Koch has been manager of the Hicksville Grain Company since last May. Mr. Moser is to take charge of the elevator on March 1.

An option on West Lovett Street, Charlotte, Mich., has been secured by the Square Deal Elevator Company of Charlotte. The company is capitalized at \$50,000. The following are the officers: President, C. Curtiss; secretary-treasurer, John A. May; directors, Homer Jaques, Lewis Parr, Wilbur Martin and Edw. Upright.

At a meeting of the Hancock County Co-operative Elevator & Supply Company of Findlay, Ohio, it was decided that each person might own stock to the amount of 20 shares instead of 8 as heretofore. The firm has decided to build a new plant on the site of the present elevator. Claude Hartman is president; Samuel B. Rose is secretary.

Incorporation papers have been filed by John C. Heaston, Garnard G. Jones, William A. Nixon, Frank C. Batdorf and Burton A. Taylor as the Farmers Grain & Feed Company of St. Paris, Ohio. The company is capitalized at \$10,000. The firm

has purchased the grain elevator on the D. T. & I., formerly owned by The Lock Two Grain & Milling Company of New Bremen.

The grain and seed business operated at Newark, Ohio, by C. S. Osburn & Co., has been purchased by M. O. Drumm.

The Farmers Co-operative Exchange has been organized at Sullivan, Ohio. The firm will take charge of the elevator and coal yard at B. & O. Station.

## ILLINOIS

McFadden & Co., have completed a grain elevator at Atterberry, Ill.

The Hurlbut Township Grain Company of Lincoln, Ill., has been dissolved.

The Condon Bros. are building a new addition to their warehouse at Rockford, Ill.

The Union Grain & Milling Company will build an elevator and mill at Jonesboro, Ill.

H. E. Jewell has sold his elevator at Magnolia, Ill., to H. E. Hutton of Alden, Kan. The latter has taken possession.

The capital stock of the Tri-City Elevators Company at East St. Louis, Ill., has been decreased from \$25,000 to \$10,000.

H. W. Newland has purchased the elevator at Tennessee, Ill., which he has been operating in the past for the Williams Bros.

J. V. Shaughnessy's grain business at Marseilles, Ill., has been purchased by J. S. Maloney of Rockford. He will move to Marseilles.

The new \$35,000 grain elevator of the Honefenger Bros. at Taylorville, Ill., has been completed. The old elevator is being dismantled.

The Koehler Bros. have purchased the grain elevator and retail grain and coal business at Chatsworth, Ill., from DeLaney & Fallon.

Construction work was recently completed on the new elevator at Beason, Ill., which replaces the one which was destroyed some time ago by fire.

The South Elevator at Macon, Ill., has been purchased by Coyne & Wheeler. The plant for 15 years in the past has been owned by R. B. Andrews.

P. R. Diederich, a prosperous grain dealer of Rochelle, Ill., was recently elected vice-president of the Rochelle Trust & Savings Bank.

The charter of the Haldane Farmers Elevator Company of Haldane, Ill., has been changed, increasing the capital stock of the firm from \$10,000 to \$15,000.

W. F. Jostes recently disposed of his elevator and grain business at Decatur, Ill., to P. J. Alyward and W. K. Zeigler. He is with the Weller Grain Company of St. Louis.

Chas. D. Yohnks, Felix H. Beliske and J. L. Leclaire have incorporated at Exline, Ill., as the Exline Farmers' Elevator Company. The company is capitalized at \$20,000.

Edmund Morgan, Martin Johnson and Geo. A. Biggs have incorporated at Biggs (r. f. d. Poplar City), Ill., as the Farmers Elevator Company. Its capital stock amounts to \$13,000.

Farmers around Sadorus, Ill., have organized as the Sadorus Grain & Coal Company, capitalized at \$20,000. They have purchased the Chambers & Foot Elevator there from Arthur Goers.

The Farmers Co-operative Grain, Livestock & Supply Company was recently incorporated at Butler, Ill., by J. A. Busby, Nathan Westcott and H. G. Rieke. The firm's capital amounts to \$30,000.

Incorporation papers have been filed at Bluffs, Ill., by H. C. Knoepfel, Newton J. Moore, Clarence McCaleb, Chas. E. Merris and Orion A. Woodson as the Bluffs Farmers Grain Company. Its capital stock is \$11,000.

John Volegrove, Albert Hall, O. W. Liverpool, Roy A. Robinson and P. F. Doyle have filed incorporation papers as the Willey Farmers' Grain Company at Willey (r. f. d. Taylorville), Ill. Its capital stock is \$20,000.

Incorporation papers have been filed at Milmine, Piatt County, Ill., by the following men: F. O. Lefever, J. J. Crook, Chas. Baker, D. P. Tyman and S. E. Funk as the Milmine Grain Company. The capital stock of the firm is \$30,000.

The stockholders of the Arnold Farmers Elevator Company of Arnold, Ill., have voted to increase the capital stock of the company from \$7,000 to \$10,000. The company will increase its capacity before the harvesting of the next crop.

Incorporation papers were filed with Frank E. Flick, Robert M. Barry, Wm. Behm, Herman Schwantz and O. M. Kiest as the principal incorporators at Lincoln, Ill., as the West Lincoln Farmers' Grain Company. Its capital stock is \$25,000.

Considerable interest is being shown by farmers in the neighborhood of La Fayette, Ill., in the organization of a farmers' elevator company at that place. Those in attendance at a meeting recently

held voted that the capital stock of the proposed organization be \$20,000, divided into shares of \$100 each.

## MINNESOTA AND WISCONSIN

The Minneapolis Chamber of Commerce has declared regular the Midland Elevator No. 2.

The Farmers' Union of Dailey, Colo., has made plans to either buy or build a new elevator there.

Farmers around Maiden Rock, Wis., have formed a company to build and operate a grain elevator there.

Probably a grain elevator will be built at Viola, Wis., which will be run for the farmers on a co-operative basis.

The Northwestern Elevator, situated at Clara City, Minn., was recently sold to the Farmers' Elevator Company.

The Yampa Valley M. & E. Company of Craig, Colo., has sold out its elevator and business to the Farmers' Union.

Incorporation papers have been filed at Denmark, Wis., as the Denmark Equity Elevator Company. Its capital stock is \$15,000.

A new grain elevator of 15,000 bushels' capacity is to be built during the coming year by the farmers' organization at Norwood, Minn.

The partnership known as the Iblings Grain Company at Eyota, Minn., has been dissolved. H. W. Iblings will continue the business.

A grain storage house of 10,000 bushels' capacity is under course of erection at Poplar, Mont., for the Montana Farming Corporation.

The Cascade Milling Company's interest in the Farmers' Elevator Company at Dutton, Mont., has been purchased by T. J. Cheetham.

The Monterey Farmers Elevator Company at Monterey, Minn., dissolved recently but merely to re-incorporate on a more elaborate scale.

Efforts are being made to interest the farmers of Sunbeam country near Thief River Falls, Minn., in the erection of an elevator. G. Hunt is interested.

The Farmers Co-operative Elevator Association has made arrangements for the erection of a 10,000-bushel grain elevator at Bongards, Minn., this spring.

H. Gross of Merrimac, Wis., has purchased the Warrens, Wis., property of the Geo. Warren Company including a grain elevator, lumber yard and grist mill.

The Farmers' Exchange of Westby, Wis., has built an additional warehouse to its plant together with a freight elevator and new office. The addition is 50x28 feet.

A one-story warehouse addition, 30x100 feet, is to be built at Menasha, Wis., for the Menasha Wholesale Company this spring. T. D. Wheeler is president of the firm.

The contract has been let by the Antelope Farmers' Grain Company of Antelope, Mont., for tearing down the elevator and for the erection of a new plant of 40,000 bushels' capacity.

The Reimer-Smith Grain Company has secured a site at Holyoke, Colo., upon which it expects to build a concrete or cribbed elevator this spring. The elevator will be used for handling both grain and seed.

Negotiations have been concluded between a Minneapolis firm and the Schreiber Milling & Grain Company of St. Joseph, Mo., for a site of land in Minneapolis, Minn., which it will improve with a modern grain elevator and feed mill.

Operations have again been resumed in the Krueger Elevator at Westbrook, Minn. The plant has been closed down for a number of months. Albert and George Krueger will conduct the plant until the return from France of Kurt Krueger.

A transaction was recently closed whereby Maurice Deppe, son of T. R. Deppe, purchased the interest of Geo. Carpenter in the grain, produce and lumber business conducted by the Deppe-Carpenter Company at Baraboo, Wis. Mr. Carpenter is retiring from the business which he founded and of which he was president. In the future the business is to be conducted as the Deppe Lumber & Produce Company.

E. G. Bush, engaged in the hay and grain and merchandising business at Nashville, Tenn., has filed a petition of bankruptcy in the United States District Court at Nashville. Liabilities were \$138,000; assets, \$98,000.

The Foley Elevator Company of St. Paul, Minn., has been sued for \$747 by Joseph Barthelemy of Mindon, Benton County, on the grounds that the elevator company had sold him velvet chaff seed wheat for marquis seed wheat. The Stearns County court awarded Barthelemy \$400. The elevator company, however, appealed the decision to the Supreme Court with the outcome that the original judgment was affirmed.



# OBITUARY

**AUSTIN.**—On January 15 Fred B. Austin died at his home in Chicago from pneumonia. Mr. Austin had for 10 years been the Chicago manager of the E. P. Bacon Company of Milwaukee. He had been



THE LATE FRED B. AUSTIN

a member of the Chicago Board of Trade for 36 years. His widow and a sister survive.

**BEATTY.**—Edw. Beatty died recently. He was a grain broker located in New York City.

**BRANCH.**—At the age of 53 years, Elbert C. Branch died at his home near San Antonio, Texas. He was second vice-president of the Fort Worth Elevators Company, Fort Worth, Texas.

**BURCH.**—Pneumonia caused the decease of Walter N. Burch, Jr., of Thomasville, Ga. Mr. Burch was interested in the grain and milling business. His widow and four children survive him.

**GANDY.**—Pneumonia caused the death recently of John W. Gandy, a grain dealer of Cameron, Texas, aged 36 years.

**CARDEN.**—John Carden died recently at his home in Chicago, Ill. Mr. Carden was a member of the commission firm of Brennan & Carden, old members of the Chicago Board of Trade. He was a cash handler of grains and was considered an expert in his line. He is survived by two sons, now in France, and one daughter.

**DITLEVSON.**—W. E. Ditlevson died from influenza recently. He was manager of the Farmers' Elevator & Mercantile Company of Owatonna, Minn., a position which he had held for seven years.

**GINRICH.**—Jos. Ginrich died recently. He was president of the Farmers Elevator at Wakefield, Kan.

**HAARSTICK.**—Henry C. Haarstick died recently. He was former president of the St. Louis Merchants Exchange and St. Louis & Mississippi Valley Transportation Company, St. Louis, Mo., and interested in several other activities.

**HARTMAN.**—Lawrence Hartman was killed in an automobile accident. His daughter, who was riding with him, was also killed. Mr. Hartman was a grain buyer at Ford Station (Argos p. o.), Ind.

**HILL.**—Henry Hill died recently at the age of 60 years. He was a grain dealer for many years at Bement, Ill. Two sons, one sister and four brothers are left.

**KOCH.**—After an illness of long duration from a complication of diseases, Wm. J. Koch died at Philadelphia, Pa., aged 50 years. He was a grain and feed merchant and was formerly a member of the Chamber of Commerce.

**KOHLBRY.**—Aged 84 years, Louis Kohlbry died at St. Louis, Mo. He was at one time in the hay and grain business but had retired. He was also at that time a member of the Merchants' Exchange.

**LEIDY.**—After an illness from influenza, W. E. Leidy died at Inman, Neb. He was manager of the Watson Hay Company.

**LUNDSTROM.**—Elmer E. Lundstrom was killed when caught in the shaft at top of N. Wildman's

elevator at Stuart, Iowa, on January 18. He was whirled around the shaft and then thrown 40 feet down the manlift shaft.

**MILLER.**—D. L. Miller died at Manlius, Ill., aged 58 years. He was a prominent grain dealer of that town.

**MILLIKEN.**—At the age of 66 years, John T. Milliken, said to have been one of St. Louis' richest men, died at his home in that city on January 31. Mr. Milliken was a well-known grain speculator and was a member of the Milliken-Helm Grain Company.

**OLINGER.**—R. E. Olinger died in France. He was formerly manager of the Farmers' Elevator Company of Glenfield, N. D.

**PECK.**—John D. Peck died on January 5. He was associated with John D. Peck, Inc., Providence, R. I., and was a member of the Boston Chamber of Commerce.

**RAHM.**—At the age of 81 years, Wm. Rahm, the oldest grain dealer in Evansville, Ind., died at his home there. He was Government crop reporter in that section of the state.

**ROSENBERG.**—Frank W. Rosenberg, senior member of the F. Rosenberg Elevator Company, died at a Milwaukee, Wis., hospital at the age of 61 years.

**PRINGLE.**—On February 11, Robert Pringle, a member of the Chicago Board of Trade, died at Altadena, near Pasadena, Cal. Mr. Pringle made \$1,000,000 in corn more than 10 years ago and sunk much of it in Alaska mines and other Western ven-

tures but had retrieved his fortune in the last five years. An affection of the kidneys caused his death at the age of 53 years. He came to Chicago in 1881. His brother, James Pringle of Milwaukee, survives him.

**RASMUSSEN.**—H. H. Rasmussen died recently at his home in Portland, Ore. Mr. Rasmussen was vice-president and manager for Kerr, Gifford & Co., Inc., a position which he has held since November, 1917. He was a director of the Pacific Northwest Grain Dealers Association. Mr. Rasmussen was about 55 years old at the time of his decease. His widow and daughter survive him.

**SCOTT.**—Pneumonia caused the death of James T. P. Scott, manager of the Federal Grain Company of Winnipeg, Ont. He was 31 years old and came to the United States from Edinburgh in 1912. He was for a time connected with the Grain Growers Grain Company.

**SCHAEFER.**—On January 17, Chas. Schaefer died at Brooklyn, N. Y. He was head of Charles Schaefer & Sons and was a member of the New York Produce Exchange.

**SMITH.**—Injuries received last summer from an automobile accident caused the death of Jas. Smith, formerly engaged in buying grain at Walla Walla, Wash.

**SUTTON.**—Announcement has been made of the death of Raymond J. Sutton in France. He was killed during the battle in the Argonne Forest on October 28. He was formerly in the employ of Block, Maloney & Co., of Chicago.

**WEBB.**—During the first part of January, J. W. Webb, senior member of Hill & Webb, died at McKinney, Texas. Mr. Webb was connected with the grain industry for 25 years.

**WOOD.**—H. W. Wood died suddenly at New Orleans, La. He was on his way to California for his health when death overtook him. Mr. Wood was a member of T. W. Wood & Sons, a large Richmond, Va., seed firm.

## FIRES—CASUALTIES

**Ganado, Texas.**—The plant of the Ganado Elevator Company was damaged by fire recently.

**Guthrie, Okla.**—The seed house of W. H. Doyle was damaged by fire to the extent of \$30,000.

**Creston, Iowa.**—Fire damaged the business establishment of the Fred Johnson Flour & Feed Company.

**Three Rivers, Mich.**—On January 21 the A. W. Potter Mill Elevator was destroyed by fire. Loss amounted to \$40,000.

**Baltimore, Md.**—J. G. Wissner's grain and hay storage plant at this point was slightly damaged by fire the origin of which is not known.

**Delwin (r. f. d. Rosebush), Mich.**—Fire consumed the elevator here and destroyed all of its contents. The explosion of a can of gasoline caused the blaze.

**Winnebago, Ill.**—Severe injuries were sustained by John McCormack when he fell through a hole in the elevator of the Winnebago Lumber & Grain Company.

**Gapland, Md.**—Hamilton W. Shaffer lost his grain elevator recently together with 400 bushels wheat, a quantity of corn, hay, cement, lime and 40 tons mill feed. Loss amounted to \$15,000.

**St. Louis, Mo.**—The Schisler-Corneli Seed Company's warehouse was damaged by fire recently. The blaze started on the upper floor from unknown origin. The plant was a four-story brick building.

**Altona, Ill.**—Fire broke out in the elevator of the Altona Grain Company and caused slight damages to the plant. The manager discovered the blaze in time to keep it from gaining much headway.

**Regent, N. D.**—Fire completely destroyed the Empire Grain Elevator recently, together with about 22,000 bushels of wheat. A considerable amount of insurance was carried. The company has not stated whether or not it will rebuild.

**Myersville, Md.**—Fire which swept through the business section of this town destroyed the Farmers Exchange Store and the Farmers Exchange Elevator, both of which were owned by the company of which John T. Gaver is president.

**Moorhead, Minn.**—With a loss of \$25,000, the Baldwin Elevator at this point was destroyed. The plant had a capacity of 65,000 bushels and was also used as a flour warehouse, a brick addition having been built to the plant last fall. Only a small amount of grain was stored at the time of the fire, mainly 1,200 bushels wheat, 1,000 bushels

barley, 4,500 bushels oats and 1,600 bushels rye. About 300 sacks of mill feed also burned. Value of contents amounted to \$3,600.

**White Earth, N. D.**—A train crashed into the side of the Stanton Elevator smashing through the building and partly wrecking a coal shed of the Imperial Elevator Company on the other side of the building. From all appearances the plant will have to be rebuilt.

**Oklahoma City, Okla.**—Fire destroyed completely the plant of the Bartledes Seed Company. The three-story brick building was owned by the Bartledes Company of Lawrence, Kan., and the loss on building and contents amounted to \$125,000. Otto Bofinger is manager.

**Guthrie, Okla.**—On January 18 fire which started in a nearby seed house spread to the plant of the Guthrie Mill & Elevator Company and damaged the elevator and mill there to the extent of \$7,000 or \$8,000; the loss is covered by insurance. Flour and feed on track was also damaged.

**Louisville, Ky.**—On January 20 the elevator of the H. Verhoeff Company was destroyed by fire together with grain and stocks. The building and contents were valued at \$175,000. The plant was established in 1873 by Louisville Elevator Company; this was later taken over by the Verhoeff interests. Frank Hartwell is president. The plant will be rebuilt.

**Chrisman, Ill.**—The Harley Elevator Company lost its elevator and shelling plant by fire on January 30 with a loss of \$15,000. The fire is said to have started either from an overheated journal or short circuit in motor used in shelling corn and hoisting grain into the elevator. There were stored between 3,500 and 4,000 bushels oats and from 600 to 1,000 bushels corn in the elevator at the time of the fire. Loss on grain amounted to from \$3,500 to \$5,000; loss on building and machinery, \$10,000.

Action has been started against Raymond J. Taper of Philadelphia, Pa., by G. Hause & Bro. of that city to recover \$130.08 alleged to be due for straw sold and delivered.

Judge McCarthy of Calgary recently issued a ruling stating that all dealing in futures on grain exchanges are illegal. Bucket shops in Canada are also illegal and the exchanges claim that this reference to them in his decision was uncalled for. The ruling was given in the suit of the Medicine Hat Wheat Company against the Norris Commission Company.



## GRAIN TRADE PATENTS

Bearing Date of December 3, 1918

Spiral conveyor.—Albert L. Linville, Columbus, Ohio. Filed April 11, 1917. No. 1,286,674. See cut.

Claim: The herein described method of forming a spiral conveyor consisting in providing a blank with



a reinforce at its longitudinal center and in twisting the blank.

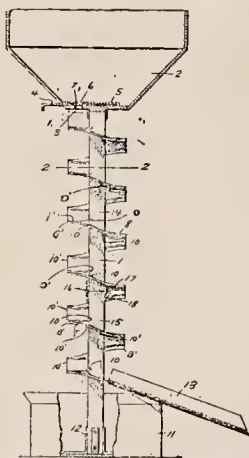
Belt tightener.—Chas. B. Yoder, Webster Groves, Mo., assignor of 60-100ths to Isidor A. Schulherr, St. Louis, Mo. Filed August 25, 1917. No. 1,286,482.

Elevating machine.—Cesare Barbieri, Chicago, Ill. Filed July 27, 1914. No. 1,286,202.

Vibratory mechanism for dust collectors.—Ambrose G. Warren, Philadelphia, Pa. Filed December 22, 1917. No. 1,286,458.

Grain separator.—Alois Gulden, New Ulm, Minn. Filed September 25, 1917. No. 1,286,296. See cut.

Claim: A grain separating device comprising a standard substantially square in cross section, and having its flat side surfaces provided with diagonally extending grooves arranged in staggered relation with respect to each other and each equipped with a plate having one marginal edge received in the grooves, the relative positions of the grooves and plates being such as to cause the adjacent ends of the plates to overlap



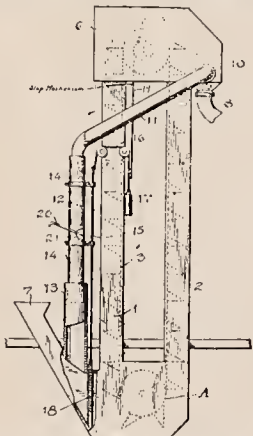
to provide a continuous spiral track-way, the said plates being substantially trapezoidal in formation whereby the ends are overlapped at the corners of the said standards, the said plates being also slightly longitudinally curved to produce a curve in the said track-way when the plates are assembled on the standard.

Bearing Date of December 10, 1918

Grain lifting device.—Samuel M. Lutz, Kingman, Kan. Filed November 9, 1917. No. 1,287,057.

Grain elevator.—Harold L. Gray, Crawfordville, Ind. Filed July 11, 1918. No. 1,286,999. See cut.

Claim: In a mechanism of the character described, in combination, an elevator having a conveyor therein, and a discharge outlet from the head, a receiving hopper adjacent the boot, an overflow pipe leading from a point adjacent the discharge to the receiving hopper, a gate interposed between said overflow pipe



and the boot, and means adapted to close said gate and stop the conveyor when overflow takes place.

Bearing Date of December 17, 1918

Spout for conveying materials.—William A. Whitmore, Galva, Ill.; Ralph D. Whitmore, executor of said William A. Whitmore, deceased. Filed November 4, 1916. No. 1,288,335.

Dust collector.—Joseph C. Muller, Ferdinand, Ind. Filed June 9, 1917. No. 1,288,126.

Grain spout.—Ralph D. Whitmore, Galva, Ill. Filed May 25, 1917. No. 1,288,334. See cut.

Claim: The combination with a spout section having an opening in its lowermost wall, a removable

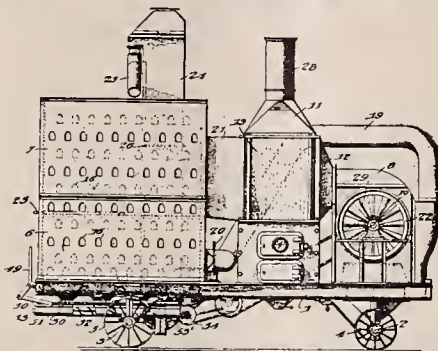


closure lying within the section covering said opening, one of the portions having a notch at one end, a stud in the adjacent end of the other of the portions adapted to engage to prevent lateral displacement of

the closure, and means extending through the other end of the closure and the section for preventing lateral displacement of the closure at that end.

Method of and apparatus for drying and cooling grain.—Fulton R. Morris, Milwaukee, Wis.; Cassius E. Morris and Mark R. Morris, executors of the will of said Fulton R. Morris, deceased; said Cassius E. Morris assignor of the entire right to Albert W. Strong, Minneapolis, Minn. Filed October 19, 1916. No. 1,288,438. See cut.

Claim: The method of treating grain which consists in passing the grain through a chamber having pervious air ducts arranged therein to be buried within the quantity of grain, passing air into said pervious ducts to circulate through the grain as the same

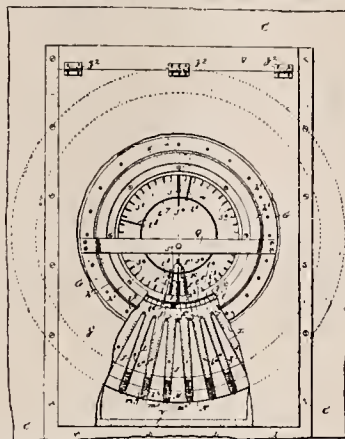


flows around the ducts in its passage through the chamber, discharging the grain from the chamber, and agitating the grain as discharged and adjacent the discharge to maintain a free and even flow from the chamber.

Bearing Date of December 24, 1918

Dust collector.—Bernard Kern, Jr., Sandusky, Ohio. Filed August 5, 1913. No. 1,288,614. See cut.

Claim: A dust collector of the character described, comprising a casing, a rotatable separating element



therein having a rotatable bearing at the end thereof passing through said casing, and means for sealing the space between the casing and said bearing comprising a packing secured to the casing at one edge and at its other edge being free to engage the bearing and provide an outwardly opening receiving portion

for holding means, in combination with said holding means comprising a spring member encompassing and overlying the free edge portion of the packing and pressing the latter into sealing engagement with the bearing, said bearing having means normally preventing the escape of the holding spring but permitting the removal of said spring from said bearing and off of the free edge of the packing.

Mounting for conveyor rollers.—Karl Kiefer, Cincinnati, Ohio. Filed May 6, 1916. No. 1,288,828.

Separating and reducing mechanism.—Milton F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher & Pulverizer Company, St. Louis, Mo., a corporation of Missouri. Filed July 12, 1915. No. 1,288,785.

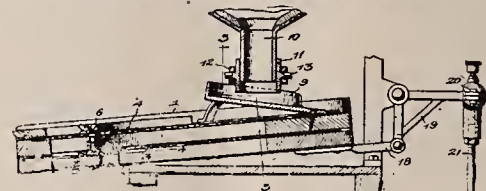
Safety stopping device for belt elevators.—Edwin P. Churchill, Moline, Ill., assignor to Barnard & Leas Manufacturing Company, Moline, Ill., a corporation of Illinois. Filed April 14, 1917. No. 1,288,510.

Bearing Date of December 31, 1918

Mill installation.—John W. Vaughan, Memphis, Tenn. Filed May 7, 1917. No. 1,289,319.

Grain shoes.—Charlie L. Sockwell, North Wilkesboro, N. C. Filed March 29, 1917. No. 1,289,945. See cut.

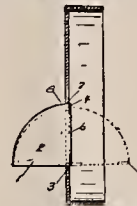
Claim: A grain shoe having a plurality of screening members of different screening capacity, in combination with a hopper-like casting secured to the upper end of the grain shoe and inclined downwardly toward that end, said casting being spaced above the



screening member and having its uppermost portion substantially elevated from the grain shoe, whereby the material is delivered to the extreme upper end of the grain shoe.

Spout.—George B. Willcox, Saginaw, Mich. Filed March 11, 1916. No. 1,289,587. See cut.

Claim: 1. In a container having a wall formed with a spout opening, a spout hinged in said opening, a side on said spout, one edge of said side being slightly eccentric to the hinge to form a wedge-mem-



ber adapted to frictionally engage the edge of said container wall at the upper edge of said opening and thereby hold the spout in its open position.

Bearing Date of January 7, 1919

Bag holder.—Frank F. Suter, West Unity, Ohio. Filed February 8, 1916. No. 1,290,405.

## FIELD SEEDS

### SEED LEGISLATION UNDER CONSIDERATION

A number of states including New Hampshire, New York, Massachusetts, Delaware, Ohio, Illinois, Iowa, Missouri, Georgia, Florida, Mississippi, Louisiana, Oklahoma, Texas and California, now have before their respective legislatures plans for amending or drawing up entirely new seed laws for their states. In many cases the Uniform Seed Law is being used as a basis for such legislation. For the most part the Uniform Seed Law could be adopted with profit by the entire country as some of the states have laws that make it difficult for seedsmen to do business profitably.

### NEW YORK SEED MARKET LOWER

BY C. K. TRAFTON

Abnormal and puzzling conditions have existed in the New York market for seeds. Largely as a result of the world-wide effort to reduce living costs, buyers have held off and holders have offered concessions in vain. Still, rather more business was done in timothy, partly for export. At the outset expectations of higher, or at least firm prices for red clover and alsike were based on the undisputed fact that crops were small here as well as in other producing countries. In fact, our production was believed to be barely sufficient for our own needs.

According to the Department of Agriculture, there was a shortage of 34,000,000 pounds in our production of clover. European requirements were known to be enormous, and hence an extremely brisk export demand was anticipated. Moreover, it was known that part of this would be filled as the War Trade Board announced that exports of 3,000,000 pounds of red clover would be permitted to the

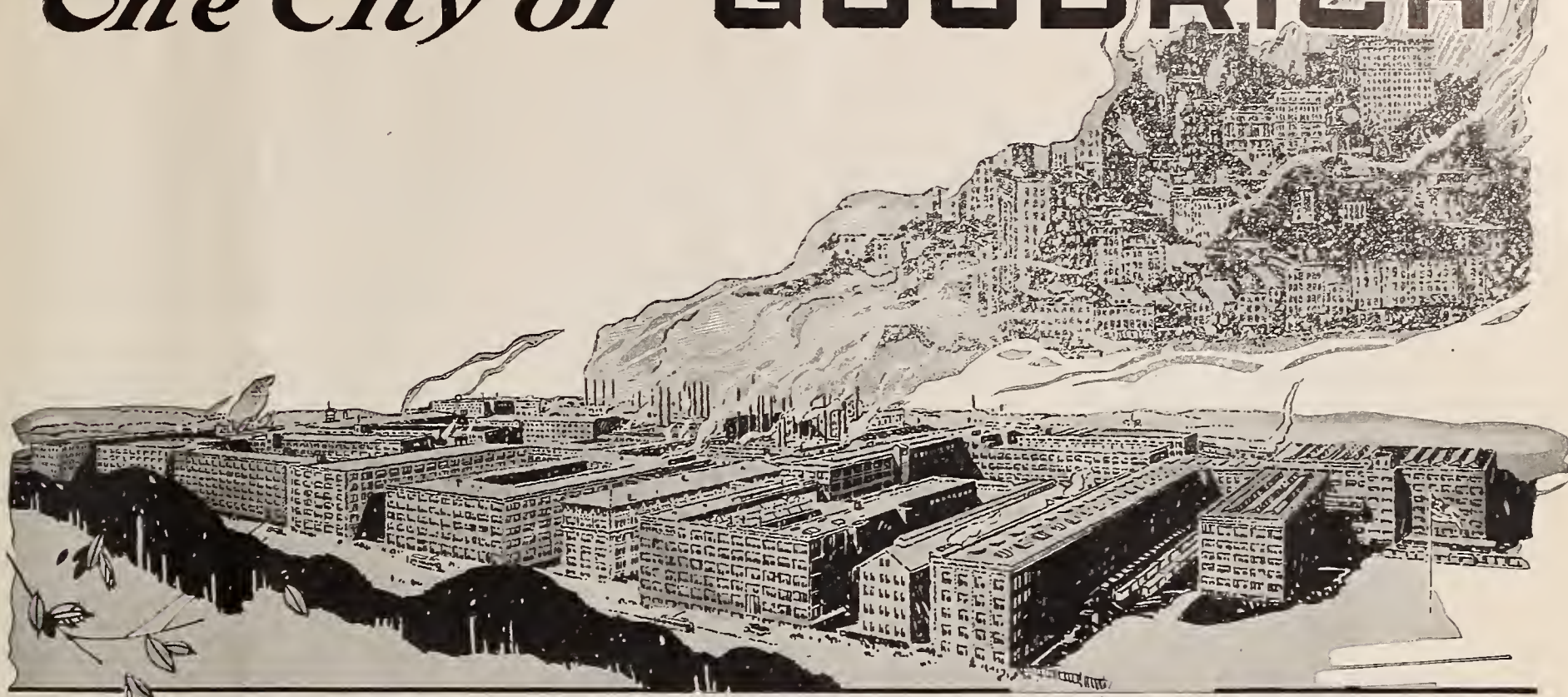
Allies and 2,000,000 pounds to Norway, Sweden, Denmark, and the Netherlands.

Heretofore export business has been hindered by the lack of ships and high freight rates, but marked improvement in this respect is indicated by a reduction in the rate to United Kingdom ports from \$5 at \$6 per bag to \$1, against a pre-war rate of about 30 cents. Clearances, especially of timothy, have already shown enlargement and as additional purchases have been made to arrive further enlargement will doubtless be noted as ships become more plentiful.

### INCREASE IN FREE SEED FUND

Plans are under consideration in Congress for increasing by one-half the present amount set aside for the distribution of free seeds by Congressmen. This increase will only enable the Government to maintain the distribution of free seeds at its normal gait. During the three years ending with 1916 each member of Congress received each year an allotment of 25,000 packets of vegetable seeds and 3,000 packets of flower seeds to be distributed by him among his political friends. At the outbreak of the war and because of the rise in prices of seeds there was no other thing to do but to reduce the number of packets at the disposal of each senator or representative. In 1917, as a result, each Congressman received but 20,000 packets of vegetable seed and 2,000 packets flower seeds; in 1918 it was reduced still more—14,000 packets vegetable seed and 1,000 packets flower seeds. The dissatisfaction which arose out of the cutting down of the seed allowance caused the committee controlling this matter to increase the seed purchase fund 50 per cent. This will allow the purchase of the same amount of seed as in pre-war times.



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Goods of all kinds.

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Tires for automobiles,  
bicycles, motor  
trucks and airplanes

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*MECHANICAL RUBBER GOODS*



## FIELD SEEDS

[CONTINUED FROM PAGE 602]

### REMOVAL OF SEED EXPORT RESTRICTIONS

It has been announced by the War Trade Board that all restrictions on the exportation of vegetable and field seeds, with the exception of red clover seed, have been removed. Under license numbers R. A. C. 63 and R. A. C. 65 all seeds except red clover seed may be exported to certain destinations without individual licenses providing the exported seed is to be used for seeding purposes and not for food.

The announcement was made, however, on January 24 by the War Trade Board that licenses will be granted for exportation of red clover seed not to exceed 3,000,000 pounds in addition to previous allotment of 3,000,000 pounds to Allied countries and an aggregate of 2,000,000 pounds to Denmark, Sweden, Netherlands and Norway. Applications should be submitted for these licenses in the usual manner.

### NEW SEED TRADEMARKS

The following new seed trademarks have been published recently in the *Official Gazette* of the United States Patent Office—Nos. 113,921 and

**BOB WHITE**



Ser. No. 113,561.

**O'B 1877**

Ser. No. 113,921.

Ser. No. 113,526.



Ser. No. 113,923.

113,923 on December 3 and Nos. 113,526 and 113,561 on January 7: "1877" seeds. Pittman & Harrison Company, Sherman, Texas. Filed October 28, 1918. No. 113,921. See cut. Seeds, Pittman & Harrison Company, Sherman, Texas. Filed October 28, 1918. Serial No. 113,923. See cut. "O'B" field seeds. The O'Bannon Company, Claremore, Okla. Filed Octo-

ber 2, 1918. Serial No. 113,526. See cut. "BOB WHITE" timothy seed. The C. E. De Puy Company, Pontiac, Mich. Filed October 3, 1918. Serial No. 113,561. See cut.

### NEW RULES FOR SEED GRAIN LOANS.

The Treasury Department and the Department of Agriculture have made a joint statement relative to the rules for the year 1919 for the making of seed grain loans by the Government to farmers in drought-stricken areas for spring wheat planting. Although in main they are similar to those governing the loans for fall planting in drought areas the maximum limit will be \$500 instead of \$300. The money available is that left in the President's \$5,000,000 special fund set aside for such loans. The farmers applying for financial aid must agree to use seed and methods approved by the Department of Agriculture. The plan of giving financial aid to the farmer is merely to help him over the period of stress and not necessarily to increase the acreage in drought areas.

### NEW YORK SEED BILL

The New York State Correspondent of the American Seed Trade Association has sent out to seed firms of that state a letter relative to the new seed bill which has been introduced in the state assembly, entitled "No. 185. Int. 183. An act to amend the Agricultural Law, in relation to agricultural seeds and the sale thereof." The letter, which is as follows, may also interest seed men outside the state of New York:

Assemblyman Witter, of Tioga County, has introduced into the Assembly at Albany a bill, entitled: "No. 185 Int. 183, January 20, 1919. An act to amend the Agricultural Law, in relation to agricultural seeds and the sale thereof." As this bill is of vital importance to anyone handling seeds, would suggest that you telegraph your assemblyman to send you a copy of the bill at once.

In examining this bill you will note it calls for an absolute percentage of purity and germination, but this, as you no doubt know, is an impossibility, as a margin of tolerance is always necessary. We have, therefore, asked that where the word "percentage" is used, to insert before "percentage" the word "approximate."

Would also call your attention to that part of Section 344 which deals with the exemptions from the provisions of the act, reading:

"When seeds are not sold from a place of business where agricultural seeds are kept for sale, as such, it shall be presumptive evidence that such seeds were not sold or exposed for sale for seeding purposes."

This exemption would permit the farmers to buy seeds from other people and sell them, which would act as a discrimination against the seed dealer, and we have asked that this clause be eliminated. Have written Mr. Witter, calling his attention to these objections, a hearing would not be necessary and the bill could be adopted. As soon as you have received a copy of the bill, would be glad to have your views on the same.

A seed house is to be established at Glenwood, Iowa, by T. O. Eller. He will handle the seed products of the Standard Seed Company of Clarinda, Iowa.

The interest of Gus Johnson in the Northwest Seed Mills at Seattle, Wash., has been purchased by H. C. Lage. The capital stock of the firm is to be increased and the business moved to larger quarters.

The seed department of the O. E. Peasley Flour & Feed Company at Oskaloosa, Iowa, has been purchased by H. H. McVeigh. He was formerly in the grain business at Taintor, Iowa. He will conduct the seed house.

The quarters of the Chesmore Seed Company at St. Joseph, Mo., are being enlarged. The warehouse and offices have been removed to 210-212 South Third Street and retail store re-established at 409 Felix Street.

Capitalized with stock of \$20,000, the B. B. Kirkland Seed Company has been incorporated at Columbia, S. C. B. B. Kirkland and J. M. Polatty are the incorporators. The Kirkland concern has been in business at Columbia for three years.

Capitalized with stock of \$20,000, the Queen City Seed & Nursery Company has been incorporated at Buffalo, N. Y. A. F. Kronenwedder, E. G. Beals and P. J. Batt are interested. The firm has its headquarters at 33-35 E. Chippewa Street.

At a recent meeting of the North Dakota Improved Seed Growers' Association held in Fargo, N. D., it was voted that the Association hold a seed show during the Grain Growers' Convention in Fargo in 1920. No show was held this year. F. W. Keitzman of Lakota is president of the organization.

H. E. Chatterton, who is the president; E. Slawson, vice-president; Maud Van Cise, treasurer; Geo. Forester, secretary, and K. A. Gohring filed incorporation papers as the Toledo Bean & Seed Warehouse of Toledo, Ohio. Its capital stock is \$50,000. The company has built a large fireproof warehouse opposite the bean and grain elevator and will store seeds and beans for other firms.

Robert Nicholson, a wholesale and retail seed dealer, has secured by lease a two-story brick building at Dallas, Texas, formerly occupied by the Webster Wholesale Grocery Company. Mr. Nicholson is making extensive improvements on the building, including the erection of another story at one corner of the building. Seed cleaning machinery valued at \$10,000 is to be installed. He will maintain his retail store and this together with his new quarters will give him a total of 50,000 square feet for storage.

[FIELD SEED NOTES CONTINUED ON PAGE 606]

## HAY, STRAW AND FEED

### HAY AT ST. LOUIS

Toberman, Mackey & Co., of St. Louis, in a recent letter advise: The receipts of hay were heavy on both sides of the river; market is possibly \$1 per ton lower on all grades of hay. The buyers are all holding off; bidding lower and there is a very limited demand here for everything today. It looks like this market is due for a further decline, and it certainly is unless the weather turns bad and stops the receipts. We cannot help but believe it would be advisable to hold back all the hay that you can for the present. The clover market is still overstocked, dull and ruling lower. The low grade is next to unsalable. Alfalfa market is lower, with indication also of lower prices to follow.

### BROUSE-SKIDMORE ON CINCINNATI HAY SITUATION

Under date of February 10, Brouse-Skidmore Grain Company of Cincinnati gives us the following report on conditions in the Cincinnati hay market:

"The fine weather enjoyed during the past thirty days has given the country shippers the opportunity of loading, consequently hay receipts at Cincinnati have been unusually large, but the market has held up wonderfully well.

"As is usual during a congested market the buyers have been very discriminating and have forced the sellers to meet their views, but the accumulation, which amounted to over 500 cars one day, has been cleaned up, and the market is again in good shape. Shipping inquiries have increased, the re-compressing plant is again in operation and the Government is again in the market. These factors should cause the present prices to be maintained, and it would not surprise us to see the market advance, notwithstanding the downward trend of prices on other commodities.

"We still believe that hay will be scarce. The hay receipts of the past month will mean a scarcity later on. Our country correspondents are unanimous in declaring the country stocks are well cleaned up. Terminal warehouses have good stocks but a spell of real winter would speedily clean them up.

"The U. S. Railroad Administration Terminal Director has issued orders that permits will be necessary to load hay to Cincinnati. We believe that this will be but temporary and that all embargoes against this market will be lifted."

### STRENGTH FOLLOWED BY WEAKNESS IN NEW YORK HAY MARKET

BY C. K. TRAFTON

The period under review began with hay prices showing a strong upward trend, holders being able to command higher prices as arrivals were extremely small and local stocks suffered sharp reduction. The meager receipts were traceable partly to stronger views among farmers and interior shippers, and partly to the scarcity of freight cars. Although regular market conditions showed no radical alteration afterwards, the tone of the market soon became much weaker. Arrivals showed little or no enlargement, and hence stocks continued inadequate, but nevertheless, buyers displayed striking apathy, although holders named substantial concessions in order to stimulate some show of present business.

The best explanation for the peculiar phenomenon of declining prices in the face of ordinarily strengthening factors is that the abnormal conditions were simply another example of the worldwide readjustment from a war to a peace basis. Buyers of hay have merely been infected with the apathy prevailing among buyers of merchandise of

**SEED**

We buy and sell all varieties of grass and field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO



all kinds, and this to a large degree is an outgrowth of the wide-spread agitation against the high cost of living.

With propaganda circulating all over the country against the maintenance of fixed prices for wheat, hogs, etc., it is perhaps only natural that buyers of hay, as well as all other commodities, should feel timid about making purchases at current prices. Needless to say, the market's extremely fictitious condition has resulted in much unsettlement and confusion, there being a wide difference of opinion as to values. Light receipts also caused temporary strength in straw, but subsequently holders named lower prices without stimulating interest among buyers.

#### ADVANCED PRICE FOR CANADIAN FARMERS

Due to the refusal of Canadian farmers to deliver hay at the old contract price the Canadian Government has made the announcement that it will pay an advance of \$2 per ton on all new contracts from January 27 to February 22 and on all uncompleted contracts \$1 per ton advance will be paid from 27th of January to February 22. This advance, which is on all grades of hay, it is expected, will induce freer deliveries. There was some demand from the lower provinces, but it is thought that the advance of \$2 per ton will not improve matters in that direction.

A feed and flour establishment has been opened at Abbotsford, Wis., by Ira S. Hawks.

The F. H. Gish Feed Store at Hutchinson, Kan., has been purchased by E. J. Rohrman.

A feed and flour business has been established at Beaver City, Neb., by W. S. Trehearne.

The Mitchell Hay & Grain Company succeeds the Mitchell Hay Company at Winnipeg, Man.

Citizens of Albany, Mo., have organized as the Farmers' Feed, Poultry & Produce Company.

The feed business and good will of T. Scott at Traer, Iowa, has been sold to John Erickson.

A branch feed store has been opened at Bath, Maine, by Oscar Holway Company of Auburn.

Frank Sutherland's feed business at Aspermont, Texas, has been purchased by Chas. F. Gibson.

T. F. Grace will conduct a hay business with offices in the Corby-Forsee Building, St. Joseph, Mo. He is with the T. F. Grace Commission Company.

Business operations have been discontinued by the Johnson Feed Company of Creston, Iowa.

The feed businesses of O. B. Downing and Wright & Philips at Marceline, Mo., have been consolidated.

The feed and flour business of Stoffel & Brach at Racine, Wis., has been sold by them to Wigley & Co., of Racine.

J. Hunter's feed business at Blackfoot, Idaho, has been purchased by C. P. Fisher. He took possession immediately.

J. C. Kerr now maintains a St. Joseph, Mo., office. He is a member of the J. C. Kerr Hay Company of Kansas City, Mo.

The Superior Feed Company has built an addition, with capacity of 20,000 bushels, to its storage house at Memphis, Tenn.

The Germley-Shuster Grocery Company of Jeanette, Pa., has purchased the feed establishment of Dull & Co., at Connellsville, Pa.

A new office and storeroom in which feed and flour will be handled has been built at Masonville, Iowa, for the Farmers Elevator Company.

The Monroe Flour & Feed Company has been incorporated at Monroe, La., capitalized at \$40,000. J. W. Downey is president and general manager.

John Kelley is now associated with W. H. Kramer in the hay business at Cincinnati, Ohio. He was formerly with the Fitzgerald Bros. Company.

G. W. Hodges Feed & Produce Company has been incorporated at Norfolk, Va., capitalized at \$20,000. The firm will conduct a feed and milling business.

B. F. Tyler has been re-elected president; N. C. Campbell, the retiring vice-president has been elected second vice-president; E. B. Bruce, vice-president, of the Kansas City Hay Dealers Association at its regular annual meeting held recently. The Board of Directors includes: William North.

**ALFALFA**

**We are the Largest Distributors**

**of ALFALFA in**

**GREATER NEW YORK**

Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.

**ALFALFA**

**W. D. Power & Co., 12-15 N. Y. Hay Exchange NEW YORK**

B. M. Huffine, G. E. Curtis. The Arbitration Committee consists of J. C. Glover, J. D. Cole and L. E. Eades.

A building in Bellefontaine, Ohio, has been purchased by Rex Hodges. He will conduct a wholesale and retail feed and flour business at this location.

The Illinois Feed & Commission Company of Peoria, Ill., will hereafter deal exclusively in the feed and poultry business. It has disposed of its grocery stock.

Isidor Klein, August J. Gleissner and Isaac Balsam have incorporated at Brooklyn, N. Y., as the Consumers Hay & Grain Company. Its capital stock is \$15,000.

Incorporation papers have been filed at Picher, Okla., as the Picher Flour & Feed Company, capitalized at \$15,000. G. H. Demey, A. Green and T. E. DeVoe are interested.

H. M. Stover is erecting at Stickney (r. f. d. Hoisington), Kan., a building for handling feed, seed and coal. He is connected with the Bennett Commission Company, which will build six elevators on the Santa Fe.

The firm of R. E. Lewis & Co., at Roswell, N. M., has made the announcement that they will build a hay warehouse on their trackage at Roswell. The firm has warehouses at South Springs, Hagerman and Artesia. The new house will be 100x198 feet with capacity of 200 cars of hay.

The interest of John L. Shultz in the hay firm of J. L. Shultz & Co., Inc., at Skaneateles, N. Y., have been purchased by Warren B. Dewitt. With the latter will be associated his brother, Chas. P. Dewitt, and Henry T. Tucker. The firm of J. L. Shultz & Co., was started in 1892 and in 1915 the firm incorporated under the title of J. L. Shultz & Co., Inc., with \$100,000 capital all paid in. Mr. Dewitt has been an important member of the company during the 22 years' association with the firm.

The Railroad Administration decided in favor of the New York Hay Exchange Association in its action against the New York Central relative to the closing of the hay shed at Thirty-third Street in New York City. At the outbreak of the war the New York Central ordered the sheds to be vacated. The Association took action in the matter and the final hearing was given recently, with the outcome that the Association was ordered to retain the sheds as a hay market. The warehouse has a capacity of 250 cars of hay and is arranged so that each bale may be inspected by the purchaser.

## The Official BROWN-DUVEL Moisture Tester with glass flasks :: or copper ::

This is the standard tester prescribed in Bulletin 72, Department of Agriculture, and in the Federal Grain Rules of Inspection. In every detail it conforms to the specifications, and is of the type used in all Government grain inspection offices.

### It is HEATED ELECTRICALLY

We have a new heating element, our own design, which is so simple and convenient, so free from fire hazard that it will supersede all other heaters, with liquid fuel, for testing purposes.

### Its points of merit are

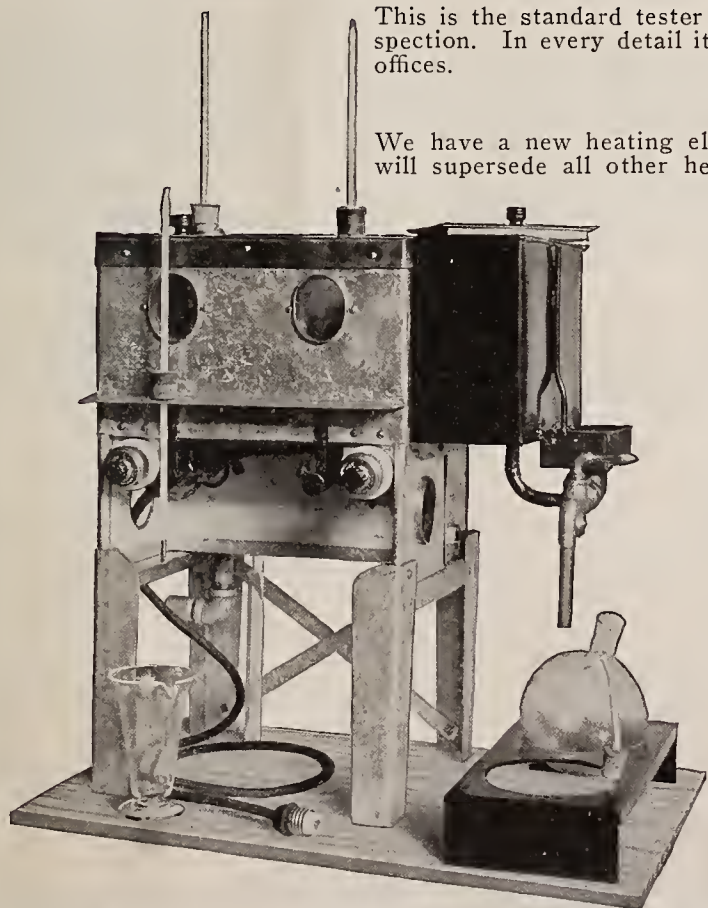
1. **SIMPLICITY.** When a coil burns out, as all coils will, pull off the connector body; lift out the heating plate, which is then free. Turn two screws and the burnt coil will drop out. A new one is inserted, the screws turned up, and the job is done. The element is not even taken apart for the purpose, and the expense involved is just **TEN CENTS.** No delay, no inconvenience.
2. **EASY REGULATION.** The heat is regulated just like a lamp; the turning of a thumb-nut raises or lowers the temperature just as you want it.
3. **LOW COST.** A new heater costs \$1.00; a new coil 10 cents.
4. **ADAPTED TO ANY VOLTAGE** and quickly changed from one voltage to another, such as lighting (110V) or power (220V) current, by the change of a screw.
5. **SAFER AND MORE CONVENIENT** than alcohol or gasoline, and cheaper.

The tester is made throughout of smooth steel, galvanized to prevent rust. The glassware is of the best quality obtainable and accurately calibrated. Heat and oil resisting stoppers are supplied. The thermometers are guaranteed correct. Each tester is equipped with a strainer oil-tank, with **SELF-MEASURING FAUCET**, delivering 150 CC of oil at each discharge, which has no valves or adjustments to get out of order and leak.

No electric tester was ever so good nor sold so low. Our prices, which include all accessories and one gallon of testing oil, are as follows, f. o. b. Chicago:

One flask.....	\$25.00	Four flasks.....	\$65.00	} A liberal discount for quantity orders or for resale.
Two flasks.....	40.00	Six flasks.....	90.00	

We supply gas or alcohol burners if electric current is not available. We will equip your old tester with these new electric heaters for \$3.00 per burner, including wiring, you to pay transportation charges both ways. In sending testers to be changed over, do not send any glassware, accessories, or water tank; just the heater body. We carry a **COMPLETE LINE OF ACCESSORIES** for testers at lowest possible prices. We still supply the Hess Improved Tester, with copper flasks, for gasoline, gas, alcohol or electricity. **ASK FOR FULL INFORMATION.**



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More are in use, and more are sold yearly, than all other makes combined. There's a reason—a **GOOD ONE.**



## FIELD SEED NOTES

The capital stock of the E. G. Lewis Seed Company at Media, Ill., has been increased from \$30,000 to \$45,000.

A modern seed house, 24x60 feet, and two stories in height, is to be built at Lakefield, Minn., for the Farmers Union.

Reports state that a new seed house will be built at Concordia, Kan., for the Bowman Bros. Seed House of Logan, Kan.

V. Ravenscroft has purchased the seed and feed business of Harry Gieritz at Kingman, Kan. Numerous extensions are planned.

A three-story brick and steel construction building will be built at Canton, Ohio, for the Holmes-Letherman Seed Company.

A seed and feed store has been opened at Flaudreau, S. D., by Roy McKillips. He was formerly a seedsman at Beresford, S. D.

F. D. Marshall and A. C. Summers have incorporated at Columbia, S. C., as the Marshall Summers Seed & Grain Company. Its capital stock is \$10,000.

Salesroom for both wholesale and retail seed business will be opened at the former business office of the Pere Marquette Line at Manitowoc, Wis., by John K. Rugwoski, a seed dealer.

The seed warehouse of A. G. Witt at Paris, Ill., has been equipped with an 8-ton warehouse scale. The plant has been recently remodeled and enlarged and equipped with modern seed cleaning machinery.

*Grain and  
Seeds*

## FOR SALE

Japanese Clover Seed. Car lots or less, wholesale. COLE SEED SAVER COMPANY, Newbern, Tenn.

## WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

REGISTERED BRANDS



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WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS  
OUR SPECIALTY

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ASK OUR BIDS BEFORE SELLING  
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Please Figure with Us, when you wish to Buy or Sell



## SELL SEEDS THAT GROW

The importance of continuing to keep production at a maximum is equally as urgent now as at any time in the past. This makes it incumbent upon seedsmen to supply their customers with high quality GRASS SEEDS, FIELD SEEDS and SEED GRAIN. Selling seeds of HIGH PURITY and STRONG GERMINATION is of vital importance to all concerned. Follow the principle of "Safety First" and order

## PURISCO BRAND SEEDS

as early as possible to insure prompt shipment. Quotations and samples upon request.

## BUYERS and SELLERS

Timothy	Alsike	Blue Grass	Sunflower	Sowing Rape
Red Clover	Sweet Clover	Red Top	Orchard Grass	Rye Grass
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ASK FOR SAMPLES AND PRICES OF PURISCO WHITE SEED OATS AND SEED BARLEY

Our present stocks permit the offering of special values in various grades of Alsike, White Clover, Timothy and Alsike mixed and other mixtures for pastures.

Encourage the planting of Field Peas by your farmers where high-grade green fodder or nutritious hay is desired. Field peas are also an excellent fertilizer and enricher of the soil.

We will be pleased to furnish samples and prices of our Lawn Grass Seed, several brands, upon request.

## THE ILLINOIS SEED COMPANY

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[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**ELEVATORS AND MILLS****FOR SALE**

Grain elevator, coal, flour and feed business, located in central part of Indiana. F. L. WATKINS, Kokomo, Ind.

**FOR SALE**

Elevator and malting plant located at Davenport, Iowa. Grain elevator 220,000-bushel storage capacity. Malt house 1,800-bushel daily capacity. Situated on the C. R. I. & P. Ry. tracks, and C. M. & St. P. and C. B. & Q. Roads are available. Transit privileges are granted for Eastern and Southern points, and the location is very favorable for distribution of feeds and grain to these points as well as to the central feeding district. The location is in one of the best farming districts. Plant is in good physical condition and was operated until malt was prohibited. For particulars apply to DAVENPORT MALT & GRAIN COMPANY, Davenport, Iowa.

**BAGS****FOR SALE—BURLAP BAGS OF EVERY KIND**

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

**Miscellaneous  
Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**BUYERS' ATTENTION**

We are desirous of negotiating the sale of flour in car lots, equipping new up-to-date flour mill. Please correspond. A. J. LAUER, Sec'y, Auburn, N. Y.

**WANTED**

Competent elevator salesman to sell a complete line of hollow tile elevators. Give experience, references and salary wanted. W. W. COATES COMPANY, Traders' Bldg., Kansas City, Mo.

**FLOUR AND MILL FEEDS**

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

**WANTED**

Draftsman who is thoroughly versed in elevator construction and competent to design tile elevators. Give experience, references and salary wanted. W. W. COATES COMPANY, Traders' Bldg., Kansas City, Mo.

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Harvey Grain Co., corn and oats.\*  
Hitch & Carder, grain commission.\*  
Hoit & Co., Lowell, com. grain, seeds.  
Hulburd, Warren & Chandler, com. merc.\*  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
Logan & Bryan, grain merchants.\*  
Lowitz & Co., E., grain commission.\*  
McKenna & Rodgers, com. merchants.\*  
Miller & Co., Albert, hay and produce.†  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain merchants.  
Pope & Eckhardt Co., grain and seeds.\*  
Rosenbaum Brothers, receivers, shippers.\*†  
Rosenbaum Grain Co., J., shippers.\*  
Rumsey & Co., grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., com. merchants.\*  
Shaffer, J. C., & Co., grain merchants.\*  
Simons, Day & Co., grain, stocks, bonds.\*  
Thayer & Co., C. H., commission merchants.\*  
Wagner & Co., E. W., receivers, shippers.\*  
Ware & Leland, grain and seeds.\*

### CLEVELAND, OHIO.

Cuyahoga Grain Co., hay, grain, feed.

### CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shipper.\*†  
Mutual Commission Co., strictly commission.\*†

### COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.†

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.\*†

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Denver Elevator, The, grain.\*  
Western Grain Co., grain and pinto beans.

### DETROIT, MICH.

Burdick-Thomas Co., wheat, corn, oats, rye, barley.\*  
Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*  
Belt Elevator & Feed Co., commission, grain, brokerage.\*  
Gale Grain Co., P. M., brokerage.\*  
Kendrick & Sloan Co., receivers and shippers.†  
Kinney, H. E. Grain Co., grain, hay, feed.\*†  
McCardle-Black Co., grain commission.  
Merchants Hay & Grain Co., receivers and shippers.\*†  
Sawers Grain Co., grain commission.\*  
Urmston Grain Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Peppard Seed Co., J. G., alfalfa seed, millet.  
Simonds-Shields-Lonsdale Grain Co., wheat, kaffir, oats, corn.\*  
Western Grain Co., shippers grain and feed.\*

### LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.\*†

### LIMA, OHIO

Pollock Grain Co., wholesale grain hay, straw.\*

### LOUISVILLE, KY.

Edinger & Co.,† grain, hay, feed.  
Farmer & Sons, Oscar, grain, hay, feed.\*†  
Williams & Monroe, grain, stocks, cotton.

### MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.†

### MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
Bartlett & Son Co., L., grain commission.\*  
Bell Co., W. M., grain, seed.\*  
Cargill Grain Co., receivers and shippers.  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Franke Grain Co., receivers and shippers.\*  
Kamm Co., P. C., grain merchants.\*  
Kellogg Seed Co., seeds.  
Milwaukee Grain Commission Co., grain.  
Moering Grain Co., commission, grain and feed.  
Mohr-Holstein Commission Co., grain com.\*  
Taylor & Bournique Co., corn, oats, barley.\*  
Thayer & Co., C. H., commission merchants.\*

### MINNEAPOLIS, MINN.

Cargill Elevator Co., grain shippers.\*  
Cereal Grading Co., grain merchants.\*  
Godfrey-Blanchard Co., grain commission.\*  
McCaull-Dinsmore Co., com. merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*  
Scroggins-McLean Co., The, wheat shippers.\*

### NEW YORK, N. Y.

Brainard Commission Co., oats, barley.\*  
Forbell & Co., L. W., com. merchants.\*  
Power & Co., W. D., hay, straw, produce.†

### PEORIA, ILL.

Buckley & Co., grain, hay, seeds.\*  
Bowman & Co., Geo. L., grain commission.

Cole Grain Co., Geo. W., grain receivers.\*  
Conover Grain Co., E. B., receivers, shippers  
Consumers Grain Co., grain receivers.\*  
Feltman Grain Co., C. H., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Luke Grain Co., grain commission.\*  
McCreery & Sons, J. A., com. merchants.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain commission.\*  
Smith-Hamilton Grain Co., grain commission.\*

Warren Commission Co., consignments.\*

### PHILADELPHIA, PA.

Lemont & Son, E. K., wheat, corn, oats, mill feed.†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Taylor & Bournique Co., oats, milling rye, corn  
Young & Co., S. H., grain, flour and feeds.

### PITTSBURGH, PA.

Harper Grain Co., grain commission.  
Heck & Co., W. F., grain, hay, mill feeds.\*†  
Herb Bros. & Martin, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Rogers & Co., Geo. E., receivers & shippers.†  
Smith & Co., J. W., grain, hay, feed.\*

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†

### ST. JOSEPH, MO.

Marshall Hall Grain Co., receivers, shippers.\*

### ST. LOUIS, MO.

Ballard-Messmore Grain Co., consignments and future delivery.\*  
Eaton McClellan Commission Co., grain, hay, seeds, wool.\*  
Elmore-Schultz Grain Co., receivers, shippers.\*†  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclus.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., rec., shippers, & exp.\*  
Mason Hawpe Co., grain merchants.\*  
Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Prunty, Chas. E., grain and seeds.  
Schisler-Corneli Seed Co., seeds.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†  
Turner Grain Co., grain commission.

### SIDNEY, OHIO.

Chambers, V. E., wholesale grain and hay.\*†  
Custenborder & Co., E. T., buyers and shippers of grain in car lots.\*  
Wells Co., J. E., wholesale grain, seed.\*

### TIFFIN, OHIO.

Sneath-Cunningham Co., wholesale grain and seeds.

### SPRINGFIELD, ILL.

Lloyd & Co., John H., grain merchants.\*

### TOLEDO, OHIO.

Chatterton & Son, hay, oats, wheat.\*†  
De Vore & Co., H. W., grain, seeds.\*  
King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Young Grain Co., grain, seeds.\*  
Zahm & Co., J. F., grain and seeds.\*†

### TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
Forbes Milling Co., wheat, oats, corn.\*  
Golden Belt Grain & Elevator Co., wholesale grain.\*

### WINCHESTER, IND.

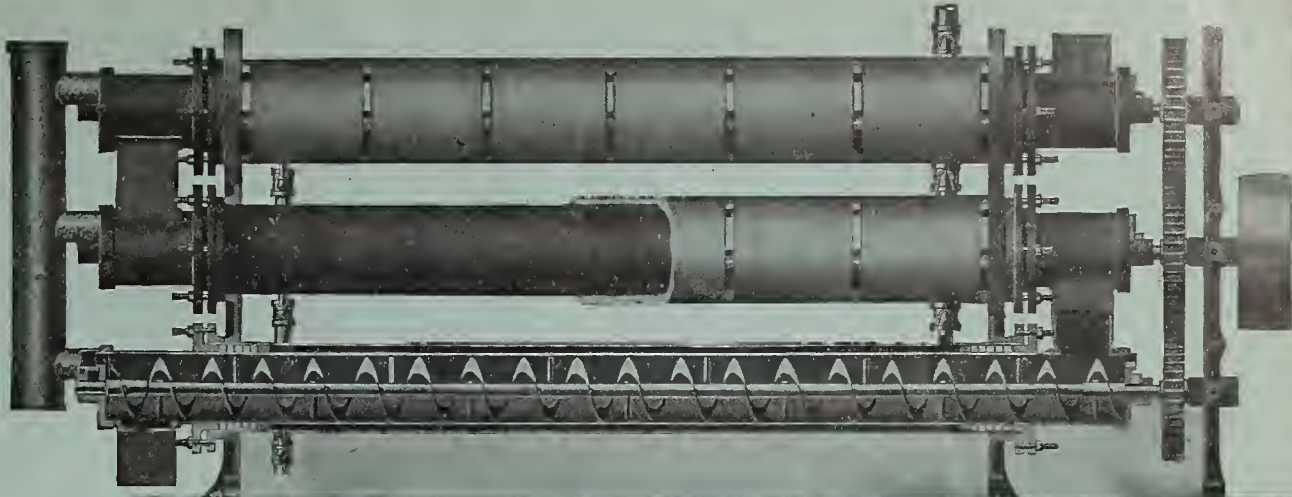
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\*Members Grain Dealers' National Association. †Members National Hay Association.



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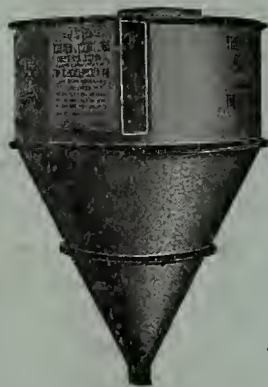
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